

# 2022-23 ANNUAL REPORT



# **PROFIT** SHARING

SaskGaming's profits support people, programs and services throughout Saskatchewan. Half of the corporation's net income is paid to the General Revenue Fund (GRF) to support the provincial government's commitment to the First Nations Trust, Community Initiatives Fund and Clarence Campeau Development Fund.

**SASKGAMING** Net Income Before Payment to the GRF \$42.6M **Earnings** Payment TO CROWN INVESTMENTS Retained CORPORATION (CRC)\* \$4.3M **\$17.0 General Revenue Fund** \$21.3M \$10.6M \$10.7M Community **First Nations Initiatives Fund** Trust

Clarence Campeau Development Fund

# FINANCIAL HIGHLIGHTS

**REVENUE** \$116.3 MILLION

**EXPENSES** \$73.7 MILLION

PAYMENT TO THE GRF \$21.3 MILLION

**DIVIDEND PAID** TO CIC \$17.0 MILLION

\*SaskGaming's dividend payment to CIC is set each year at a percentage of the corporation's income after payment to the GRF.

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# Vision, Mission, Values and Strategic Goals

## Vision

We are the number one entertainment choice in our markets.

## Mission

We offer an outstanding casino entertainment experience for our guests in a socially responsible manner, generating quality employment, economic benefit to the community, and profit for Saskatchewan people in partnership with First Nations.

#### Values

**Diversity** – We embrace diverse backgrounds. Together we respect our shared responsibilities to our guests, communities and each other.

**Integrity** – We are honest, fair and honour our commitments to our stakeholders and community. We accept responsibility for our actions, both personally and professionally.

**Passion** – We achieve our goals with enthusiasm, and we share in the fun experience we provide for our guests.

**Creativity** – We seek new ways to continuously improve our products, processes, skills and knowledge.

## Strategic Goals

1. Guest Experience

SaskGaming knows its customers well and uses that knowledge to enhance the guest experience.

2. Employee Experience

SaskGaming hires, trains and supports a diverse team that delivers an excellent guest experience.

#### 3. Responsible Corporation

SaskGaming will be a leader in its communities and operate with the highest standards of integrity.

4. Financial Sustainability

SaskGaming will continually reinvest in products, property and technology to maximize revenue opportunities, offerings and service delivery to enhance the guest experience.

# Letter of Transmittal

Regina, Saskatchewan July 2023

To His Honour The Honourable Russ Mirasty, S.O.M., M.S.M. Lieutenant Governor of Saskatchewan Province of Saskatchewan



May it please your Honour:

I have the honour to submit herewith the Annual Report of the Saskatchewan Gaming Corporation for the fiscal year ending March 31, 2023, in accordance with The Saskatchewan Gaming Corporation Act.

The Financial Statements included in this annual report are in the form approved by Crown Investments Corporation of Saskatchewan as required by *The Financial Administration Act, 1993* and have been reported on by the auditors.

Respectfully submitted,

Honourable Laura Ross Minister Responsible for Lotteries and Gaming Saskatchewan

# Message from the Board Chair and President

After two years of interruptions related to COVID-19, the Saskatchewan Gaming Corporation (SaskGaming) achieved a financial performance in 2022-23 that approached pre-pandemic levels.

Guests are enjoying the refreshed facilities at Casino Regina. Renovations began in January 2020 and wrapped in March 2023 with the completion of the Show Lounge. Throughout the year, we updated the west



gaming floor, the box office area and the crush space outside the Show Lounge with new seating, carpet, lights and an upgraded bar area. The renovations reflect the importance of remaining competitive and providing an excellent entertainment experience for guests.

Renovations to Casino Moose Jaw will begin in the first quarter of 2023-24. Much of the décor at the Moose Jaw casino has not changed since its grand opening in September 2002, and it will receive a significant refresh.

Casino Moose Jaw celebrated a major milestone this year. On September 6, it welcomed guests to celebrate its 20th anniversary with a slot tournament and several on-floor promotions. To continue the celebration throughout the year, a series of smaller slot tournaments were held on the 20th day of each month, commemorating Casino Moose Jaw's contribution as a tourism destination and major employer in the community.

In October, we permanently raised the Treaty 4 and Métis Nation flags on the roof of Casino Regina. This is a source of pride for SaskGaming as we were the first Crown corporation to hold such a ceremony. We took this initiative in close consultation with the Indigenous community. Since then, other Crown corporations and public institutions have reached out to SaskGaming looking to follow our example. Thank you to Elder Dennis Omeasoo and Elder Alma Poitras for their guidance in planning this ceremony.

In partnership with the Saskatchewan Indian Gaming Authority (SIGA), SaskGaming launched PlayNow.com — the province's first legal, regulated online gaming platform — on November 3, 2022. Offering more than 500 casino games, live dealer games and a full suite of sports betting options, the site meets the highest standards of safety, security and privacy while offering an alternative to the grey market and illegal gambling sites currently operating in the province.

All net proceeds from PlayNow.com are shared equally between SIGA and SaskGaming. As of March 31, the site had more than 15,000 registered users and a combined cash drop (amount deposited) of nearly \$12 million.

To support our guests, SaskGaming remains committed to responsible gambling (RG) programming. This year, we sought recertification for the international standard RG Check. Following the Responsible Gambling Council's review of our policies, approaches, educational programming and events, SaskGaming received its highest score since we first joined in 2013. The evaluation will shape our responsible gambling programming into the future. Throughout Casinos Regina and Moose Jaw, there are signs that operations are returning to normal after the pandemic. Union Station Restaurant + Bar has resumed its popular Sunday brunch service, the Casino Regina Show Lounge has hosted several concerts and events, and the gaming floor staff have hosted full slot tournaments. Our series of poker tournaments had a banner year with unprecedented participation and prize pots, attracting guests from across Canada.

Moving forward, SaskGaming remains committed to delivering an exceptional guest experience, and we thank our entire SaskGaming team for the enthusiasm they bring to help ensure that we are always entertaining.

Blair Ross Chair of the Board of Directors

Susan Flett President and CEO

# SaskGaming Year in Review

The 2022-23 fiscal year was the first in three years where Casinos Regina and Moose Jaw were able to operate without pandemic-related public health restrictions. Despite the opportunity to return to normalized operations, COVID-19 transmission remained high in Saskatchewan at the start of the fiscal year with the emergence of the Omicron subvariant. This led SaskGaming to maintain its elevated commitment to cleaning to reinforce guest and employee safety.

## **Guest Experience**

To remain competitive and stay on the cutting edge of casino gaming, SaskGaming completed renovations to Casino Regina in 2022-23, with Casino Moose Jaw scheduled for 2023-24. The property refresh began in early 2020 with significant upgrades to the interior of Casino Regina.

Renovations to the gaming area in the west end of Casino Regina wrapped up in June. Updates to the lobby and box office area took place in mid-September. The final phase refreshed the Show Lounge, which re-opened to guests in March 2023.

On the gaming floor, electronic funds transfer (EFT) was enabled on all slot machines. This feature allows guests to transfer free slot play and eligible promotions to and from their Players Club account directly to their slot machine of choice without the use of paper coupons.

The EFT transition was smooth for guests. The feature increased the redemption of Players Club points by 24 per cent with the majority being used for slot free play. Currently, 96 per cent of downloaded promotional points are being redeemed before expiration.

Casino Regina resumed hosting poker tournaments for the first time since November 2019 with a record-setting edition of the Station Poker Classic. In 2022-23, the gaming floor team built on this momentum with the Diamond Poker Classic in June, which also surpassed its 2019 attendance. In early November, the Harvest Poker Classic eclipsed \$1 million in prizing – a first for SaskGaming. The 2023 edition of the Station Poker Classic offered its highest ever pot.

SaskGaming's poker tournaments attract top players from across Canada. Among the winners list, entrants hailed from Baie Verte, Newfoundland, Tuktoyaktuk, Northwest Territories and Victoria, British Columbia.

To expand poker's popularity among its regular operations, Casino Regina hosted a promotion called Poker Potluck. On Thursday afternoons in October, players were eligible to win attendancebased cash prizes in addition to their normal poker winnings. Attendance grew over the month of the promotion by 51 per cent compared to the previous nine months. When the promotion was repeated on Thursday afternoons in February, the poker room reached capacity.



Casino Regina's Station Poker Classic, March 2023

The Casino Regina Show Lounge opened and closed the 2022-23 fiscal year with sellout events. Brent Butt's comedy show on April 2 kicked off the year of strong ticket sales. In the final week of the year, the Irish Rovers welcomed capacity crowds to the newly renovated Show Lounge. Throughout the year, 19 events achieved sellouts while another 29 enjoyed crowds of 75 per cent capacity or higher.

The entertainment lineup consisted of 60 events this year but was reduced due to the completion of renovations, with the Show Lounge going dark from early January to late March.



Casino Regina's newly renovated Show Lounge

## **Employee Experience**

In 2022-23 SaskGaming continued to focus on Indigenous employment, learning and wellness. Ongoing efforts to achieve SaskGaming's 50 per cent Indigenous representation goals included the creation of an Indigenous Scholarships and Awards Program. Investing \$35,000 in scholarships for candidates from the University of Regina, First Nations University of Canada, Saskatchewan Polytechnic, the Saskatchewan Indian Institute of Technologies and the Gabriel Dumont Institute, SaskGaming seeks to position itself as a workplace of career growth and belonging for future Indigenous talent. On a more immediate basis, the corporation has resumed its participation in co-op programs and leveraged its social media to improve reach with Indigenous candidates, including video testimonials.

SaskGaming revamped its approach to team member development and performance appraisals. The aim is to bridge the career path between unionized and non-unionized positions, which was



an area of concern in past employee satisfaction surveys. A competency-based approach brings more transparency to the appraisal process and streamlines the number of appraisal forms.

The Learning curriculum was changed to include the 4 Seasons of Reconciliation multi-media curriculum as core training. To date, 552 employees have completed this three-hour online course. In addition, 73 employees have completed the Indigenous Cultural Awareness Program offered by Crown Investments Corporation (CIC).

Casino Regina's new Crossroads food and beverage outlet

The 2022 Employee Wellness Survey determined that employees faced many stressors related to financial and mental health after emerging from the pandemic. In support, two employees became certified as train-the-trainers for a mental health course. For programming, the Canadian Mental Health Association's Hope Learning Centre was identified for linkages in the corporation's internal training and communications. Finally, all employees were given 211 Saskatchewan cards as an immediate resource available anytime that links callers to a database of more than 6,000 service providers.

On October 15, 2022, SaskGaming held a day of acknowledgment at Casino Regina, becoming the first Crown corporation to raise the Treaty 4 and Métis flags as a symbol of our commitment to truth and reconciliation. The Flag Raising Ceremony began with a pipe ceremony at the First Nations University of Canada. Ensuring the Treaty 4 and Métis Nation flags are lasting fixtures at Casino Regina aligns with the TRC's Call to Action #57, which is focused on educating public servants on the history of Indigenous peoples in Canada. It also supports Saskatchewan's Growth Plan initiatives relating to Indigenous engagement and participation in the labour force, and the corporation's dedication to Indigenous employment, wellness, learning, engagement, procurement and community investment.

The event was followed by an evening of recognition for more than 130 long-service employees and recent retirees. This was SaskGaming's first employee recognition event in three years due to pandemic restrictions.

## **Responsible Corporation**

Community giving is a key component of corporate social responsibility (CSR). In the past fiscal year, more than \$220,000 in sponsorship funding supported community events, charities and non-profit organizations, with 30 per cent of that amount allocated to Indigenous charities and initiatives.

A highlight of SaskGaming's corporate giving program is our gaming floor donation boxes. Here, guests are invited to contribute e-tickets, poker chips and cash to the benefit of a featured organization, and SaskGaming matches all of the guest contributions. In 2022-23, guests contributed over \$13,000 to the donation boxes for a matched total approaching \$27,000. Recipients included

transition houses and shelters, the Cancer Foundation of Saskatchewan and the Regina and Moose Jaw Public Libraries.

As a reporting entity under the Proceeds of Crime (Money Laundering) and Terrorist Financing Act, SaskGaming is required to have a compliance program in place that includes the appointment of a Compliance Officer, detailed policies and procedures, a risk assessment of business activities and relationships, a written training program and an independent two-year effectiveness review. In June, the corporation's internal auditors conducted the effectiveness review and determined that the compliance program is adequate and no significant concerns were reported.



This year's Donation Box recipients included the Cancer Foundation of Saskatchewan



Casino Regina blackjack dealer Sam Chin

Since 2013, SaskGaming has participated in RG Check, an international accreditation program to evaluate responsible gambling programming. Over the summer, the Responsible Gambling Council (RGC) conducted a thorough review of the corporation's policies, employee training, voluntary self-exclusion procedures, assistance to players, venue and game design and marketing communications. In October, RGC awarded SaskGaming its highest scores since joining RG Check.

Crown collaboration across government in 2022-23 included nine initiatives that focused on investment attraction, cost savings and supporting Saskatchewan's Growth Plan. SaskGaming is and will continue to be an active

participant in the government collaboration initiative and had representatives on the Investment Attraction, Information Technology/CIO, Supporting Saskatchewan Technology Sector, Shared Strategic Procurement, Indigenous Engagement and Mental Health working groups.

Through this initiative, SaskGaming was able to realize savings of more than \$275,000 and has benefited from the development of the robust community of practice related to a number of these focus areas.

In 2021-2022, the Provincial Auditor of Saskatchewan performed a comprehensive review of the cybersecurity environment at SaskGaming. The Provincial Auditor concluded that SaskGaming had effective processes; however, recommendations were made to strengthen controls. SaskGaming implemented an action plan to address all recommendations including improvement to IT policies and systems and the bolstering of internal resources. All of the Auditor's recommendations have been implemented as of March 31, 2023.



Casino Moose Jaw holiday photo, December 2022

## **Financial Sustainability**

On November 3, 2022, SIGA and SaskGaming launched PlayNow.com, ushering in a new era of safe, secure online casino gaming, sports betting and entertainment in Saskatchewan. The new channel offers casino games, sports betting options and live dealer games while incorporating our GameSense responsible gambling program. The proceeds from PlayNow.com are shared evenly between SaskGaming and SIGA. In this fiscal year, the site generated \$115.1 million in wagers from more than 15,000 registered users.

In October 2022, the government of Saskatchewan announced the establishment of a new commercial Crown corporation to handle lotteries and gaming in the province. Launching in April 2023, Lotteries and Gaming Saskatchewan (LGS) will consolidate the management oversight for commercial gaming through casinos, VLTs, lotteries and online gaming in a socially responsible manner for the benefit of the people of Saskatchewan.

The Saskatchewan Gaming Corporation will be reconfigured as a wholly-owned subsidiary of LGS, while continuing to operate Casinos Regina and Moose Jaw. The formation of LGS will not materially affect the operations of SaskGaming or its two casinos.



Casino Regina holiday photo, December 2022

# Management's Discussion and Analysis

# Introduction

This Management's Discussion and Analysis (MD&A) highlights the primary factors that impacted SaskGaming's financial and operating results for the year ended March 31, 2023. For the purposes of this MD&A, results for the year ended March 31, 2023, will be compared to the year ended March 31, 2022.

This report should be read in conjunction with the audited consolidated financial statements and accompanying notes, which have been prepared in accordance with International Financial Reporting Standards. Using the financial and performance results as its basis, the MD&A enables readers to view SaskGaming's past performance from the perspective of management.

It also provides forward-looking statements outlining SaskGaming's priorities. All forward-looking statements reflect SaskGaming's best estimates and assumptions based on information available at the time the statements were made. However, actual results and events may vary significantly from those included in, contemplated by or implied by such statements.

## **Our Business**

SaskGaming manages and operates Casinos Regina and Moose Jaw. The corporation was established to operate casinos in Saskatchewan, conduct and manage games of chance in casinos and online, and establish and operate, or to provide for establishment and operation of, any business or activity that it considers reasonably related to operating a casino.

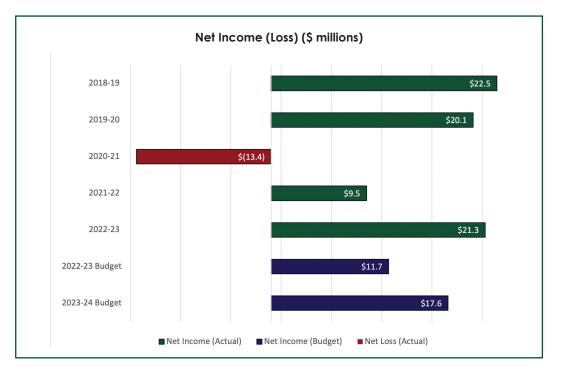
SaskGaming operates in an industry that is in a mature market position, marked by lower annual revenue growth and by operating costs increased by the cost of inflation. In addition to the challenges of operating in a mature market, SaskGaming faces increased competition from gaming competitors in the province as well as impacts related to the pandemic and the subsequent recovery. SaskGaming is meeting these challenges by investing in technology, facilities and new initiatives, while continuing to focus on customer service and employee excellence, expense management and productivity.

# COVID-19

In the comparative period, Casinos Regina and Moose Jaw were closed for most of the first quarter due to the pandemic, as required by public health advice. The casinos remained closed until June 20, 2021, when they were permitted to reopen, in accordance with direction from the Chief Medical Health Officer, with a 150-person maximum capacity. On July 11, 2021, all restrictions were lifted, including capacity restrictions and social distancing requirements within the casinos. On September 17, 2021, a mandatory masking mandate was reinstated and effective October 1, 2021, all guests were required to be fully vaccinated or show a recent negative COVID-19 test. These remaining measures were lifted by the end of February 2022 and the casinos began operating with no restrictions.

# **Financial Results**

# Net Income



The gaming market in Saskatchewan is in a mature stage, characterized by a decline in revenue and increasing expenses. To stabilize net income, SaskGaming has focused on effective expense management and reinvestment in facilities and technology. This strategy has allowed SaskGaming to remain sustainable in the mature gaming market.

The gaming market was significantly impacted by the nation-wide closure of gaming facilities during the pandemic. Results for 2019-20 include two weeks of casino closures resulting in lost revenue for that period. In 2020-21, SaskGaming was in a net loss position of \$13.4 million, due to the temporary closure of Casinos Regina and Moose Jaw in the first and fourth quarters.

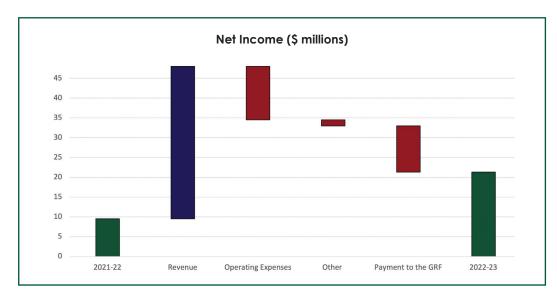
While the casinos were again temporarily closed for most of the first quarter in 2021-22, SaskGaming's results began to rebound as public health restrictions were reduced and then removed.

The 2022-23 budget focused on long-term sustainability and success. SaskGaming made significant investments in technology, facilities, people and new initiatives to ensure resilience and adaptability. The 2022-23 budgeted net income of \$11.7 million assumed that the pandemic would continue to impact results, with a return close to pre-pandemic levels anticipated in 2023-24.

Results for 2022-23 were significantly better than anticipated in the budget and approached prepandemic levels with a net income of \$21.3 million. SaskGaming continued to focus on capital reinvestment, with the goal of improving the guest experience and increasing revenue. This included the completion of the multi-year Casino Regina property renovations and continued investment in customer-facing technology.

During the year a contract was signed by SaskGaming, Saskatchewan Indian Gaming Authority (SIGA) and British Columbia Lottery Corporation (BCLC), for BCLC to provide an online gaming platform in Saskatchewan. The online gaming platform successfully launched on November 3, 2022, with early results for the first months of operations showing growing use of the platform. SaskGaming has recorded net revenue after operator expenses of \$62,000.

The 2023-24 budget marks the beginning of a new five-year strategic plan for SaskGaming, which will leverage the investments made in technology, property renovations and guest experience. SaskGaming will focus on further investments in facilities, gaming modernization and employees to ensure the corporation remains modernized, responsible and financially sustainable.



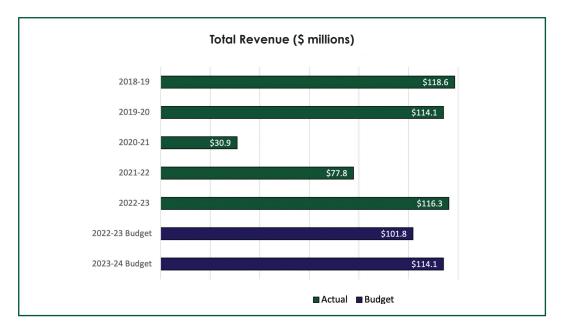
The above chart reflects the year ended March 31, 2023, and highlights the significant changes compared to the year ended March 31, 2022.

Net income for the year ended March 31, 2023, was \$21.3 million, an increase of \$11.8 million (124.2 per cent) from net income of \$9.5 million for the year ended March 31, 2022. The increase from the prior year was primarily due to the temporary closures of Casinos Regina and Moose Jaw during the first quarter of 2021-22, as well as public health restrictions in place for most of the year.

- Revenue increased by \$38.5 million (49.5 per cent) primarily due to the temporary casino closures and public health restrictions in the prior year.
- Operating expenses increased by \$13.5 million (30.0 per cent) mainly due to increases in spending across all expense categories as the casinos were open for a full year of operations without restrictions. The largest increase was in salaries, wages and benefits, driven by staffing levels normalizing and the filling of vacancies.
- Other expenses increased by \$1.5 million (10.9 per cent) due largely to increases in depreciation and taxes. Depreciation continued to increase due to increased capital spending in recent years as a part of modernization strategies. The increase in tax expense was consistent with the increase in overall operating expenses.
- Payment to the General Revenue Fund (GRF) increased by \$11.7 million (121.9 per cent) due to increased revenue.

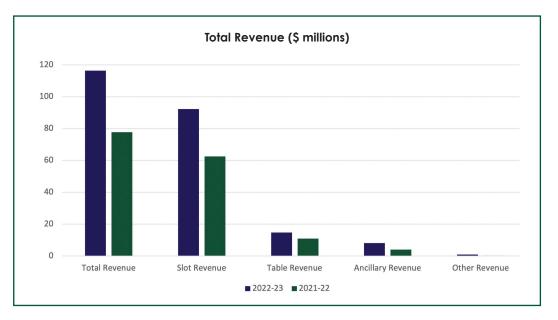
#### **Total Revenue**

The mature gaming market in Saskatchewan has resulted in a long-term trend of gradually declining revenue, linked to slower economic growth, aging clientele and dated facilities. In 2019-20 SaskGaming's revenue declined to \$114.1 million and was also impacted by the first temporary casino closures of the pandemic in the last two weeks of March 2020.



The temporary casino closures caused by the pandemic led to SaskGaming's revenue falling to a low of \$30.9 million in 2020-21. While the casinos were closed for most of the first quarter in 2021-22 and operated under restrictions for most of the year, revenue began to recover, reaching \$77.8 million. Throughout this period SaskGaming continued to invest in facilities and guest experience, intended to stimulate revenue growth.

The 2022-23 budget assumed that the impacts of the pandemic would continue to affect revenue. Casino revenue performed much better than expected, rebounding to \$116.3 million. Slot revenue approached pre-pandemic levels, while table game revenue exceeded previous results. During the pandemic additional touch-bet table games were added to the casino floor, which have remained popular.

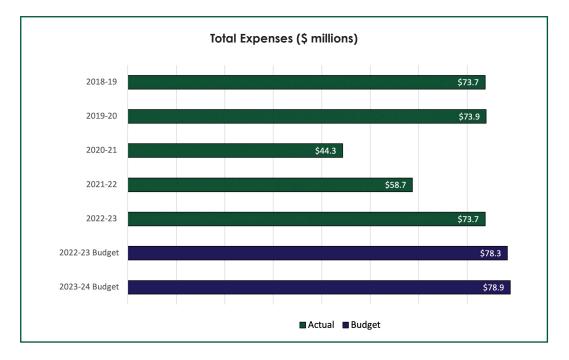


The 2023-24 budget assumes that revenue will return close to pre-pandemic levels.

The above chart reflects revenue by line of business for the year ended March 31, 2023, and highlights the significant changes compared to the year ended March 31, 2022.

Revenues for the year ended March 31, 2023, were \$116.3 million, an increase of \$38.5 million (49.5 per cent) from the year ended March 31, 2022.

- Slot revenue increased by \$29.8 million (47.7 per cent). The increase in slot revenue was primarily due to the temporary casino closures during most of the first quarter in 2021-22, as well as public health restrictions in place for most of that fiscal year.
- Table revenue increased by \$3.9 million (35.8 per cent). Consistent with the increase in slot revenue, table revenue increased primarily due to increased operations.
- Ancillary revenue increased by \$4.1 million (100.0 per cent). This increase was primarily due to a full year of operations of food and beverage outlets, as well as increased activity in the Show Lounge.
- Other revenue, consisting of online gaming and several miscellaneous revenue sources, showed an overall increase from the prior period of \$0.7 million (233.3 per cent).



#### **Total Expenses**

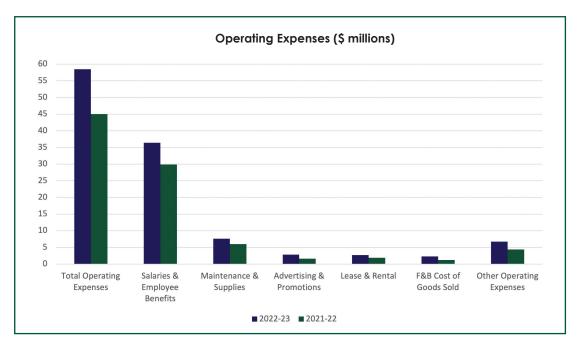
The above chart reflects total expenses for each year. These expense categories include operating expenses, depreciation, contractual obligations, taxes and finance expense.

In a mature gaming market declining revenue and upward pressure on expenses impact the stability of net income. SaskGaming has focused on long-term financial sustainability by effectively managing expenses, while also continually improving customer experience.

The temporary closures of Casinos Regina and Moose Jaw during the first and fourth quarters of 2020-21, and the first quarter of 2021-22, as well as public health restrictions, had a significant impact on expenses. SaskGaming focused on ensuring that expenditures during the period promoted guest and employee safety, while continuing to invest in guest experience to ensure future growth.

In 2022-23 expenses were less than budgeted, primarily due to lower salaries, wages and benefits largely attributable to the effective management of labour costs.

The budgeted expenses for 2023-24 reflect a return to pre-pandemic operations, as well as investment in the future.



The above chart reflects operating expenses for the year ended March 31, 2023, and highlights the significant changes compared to the year ended March 31, 2022.

Operating expenses for the year ended March 31, 2023, were \$58.5 million, which was an overall increase of \$13.5 million (30.0 per cent) from the year ended March 31, 2022. Increases occurred across most expense categories largely due to the temporary casino closures in the first quarter of the prior year, as well as public health restrictions in place for most of the year. The most significant increases included:

- Salaries and employee benefits increased by \$6.5 million (21.7 per cent) primarily due to a full year of operations, as well as merit and cost of living increases for employees and an increase in the cost of employee benefits.
- Maintenance and supplies increased by \$1.6 million (26.7 per cent). This increase was driven by an increase in repair and maintenance requirements as casino operations increased.
- Advertising and promotions increased by \$1.2 million (75.0 per cent). This increase was due to a full year of casino operations.
- Food and beverage cost of goods sold increased by \$1.1 million (91.7 per cent). Consistent with increased food and beverage revenue, the increase in cost of goods sold was primarily due to a full year of food and beverage offerings, as well as inflationary price increases for the purchase of food and beverage supplies.
- Lease and rental costs increased by \$0.8 million (42.1 per cent), primarily due to increased gaming lease expenses as the casinos were operational for a full year. Gaming equipment leases are only incurred when the casinos and gaming equipment are operational.
- Other operating expense categories showed a collective increase of \$2.3 million (52.3 per cent). Consistent with other expense categories, this increase was primarily driven by increased operations compared to the prior year.

## Liquidity and Capital Resources

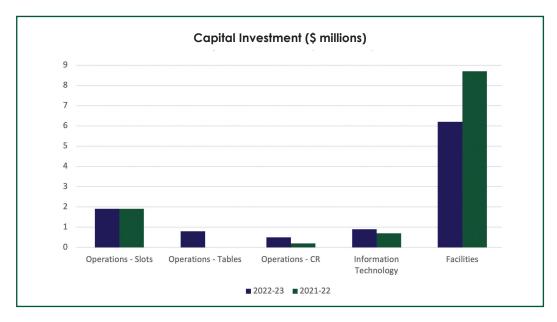
SaskGaming secures capital investment dollars through a combination of internally generated cash from operations and debt. The corporation's maximum debt level is determined by the Government of Saskatchewan through Order-in-Council. Through this process, SaskGaming may borrow up to \$56.2 million, which includes finance leases and temporary loans. The corporation also has an available line of credit of \$3.0 million at a financial institution.

SaskGaming leases the Casino Moose Jaw property and has an outstanding lease liability of \$3.4 million (March 31, 2022 - \$4.0 million).

SaskGaming does not have share capital but has received equity advances from CIC to form its equity capitalization. SaskGaming repaid equity advances of \$12.0 million (2022 - \$ nil) to CIC. Total outstanding equity advances are \$3.7 million (2022 - \$15.7 million).

## **Capital Infrastructure**

For the period ending March 31, 2023, SaskGaming invested a total of \$10.3 million (March 31, 2022 - \$11.5 million) in capital infrastructure.



SaskGaming's capital reinvestment program continued to focus on improving guest experience in 2022-23.

SaskGaming's multi-year property renovations at Casino Regina concluded in 2022-23. The property renovations began in 2019-20 with the refresh of the Union Station Restaurant + Bar, which reopened to the public in July 2021. Renovations continued in 2020-21 with updates to the east and Central Hall areas of Casino Regina's gaming floor. The focus in 2021-22 was on the west gaming area, which included the new Crossroads food outlet, poker room and GameSense Information Centre. The final phase of renovations focused on the casino's box office lobby, crush space and Show Lounge. Those renovations were completed in March 2023, followed by the reopening of the Show Lounge. Casino Moose Jaw will be renovated in 2023-24.

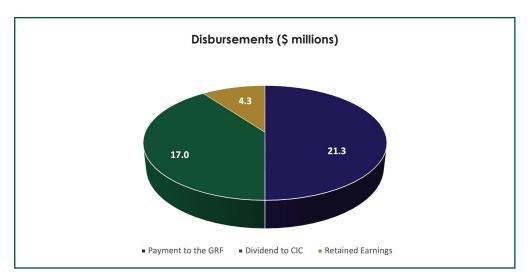
In addition to property renovations, capital investment for 2022-23 included the slot machine replacement program and enhancements to Show Lounge furniture and equipment. SaskGaming continued to make investments in information technology to further modernize gaming technology.

SaskGaming continued to pursue initiatives to contribute to environmental sustainability, which were supported by upgrades to the heating and cooling systems.

## Disbursements

SaskGaming is required to distribute 50 per cent (March 31, 2022 - 50 per cent) of its income to the GRF each year. For the period ending March 31, 2023, SaskGaming distributed \$21.3 million (March 31, 2022 - \$9.6 million) to the GRF.

SaskGaming is also required to distribute 80 per cent (March 31, 2022 - 80 per cent) of net income to its shareholder, CIC, in the form of a dividend. For the period ending March 31, 2023, SaskGaming paid dividends of \$17.0 million to CIC. As a result of the continuing impacts of the pandemic, the dividend for the period ending March 31, 2022, was waived by CIC.



# Strategic Scorecard Measures and Performance Management

# **Corporate Strategy**

To achieve the corporation's vision of being the number one entertainment choice in its markets, SaskGaming has four strategic priorities – Guest Experience, Employee Experience, Responsible Corporation and Financial Sustainability. These priorities are aligned with the following Saskatchewan Crown Sector Strategic Priorities:

- Customer Service
- Resource Optimization
- Innovation and Technology
- Sustainability
- Private Sector Engagement

The government has also identified the need for an enhanced focus from the Crown sector on economic recovery and Crown collaboration.

As part of the annual performance management process, SaskGaming measures the progress towards achieving the corporation's strategic priorities through the balanced scorecard. The scorecard metrics and targets are developed by management and approved by both the SaskGaming and CIC Board of Directors. SaskGaming reports against these balanced scorecard targets quarterly.

## **Balanced Scorecard Performance Measures**

SaskGaming's performance relative to its balanced scorecard measures for the 12 months ended March 31, 2023, is outlined in the following section.

For the tables below, the results can be interpreted as follows:

- Exceeded = 121 per cent or greater than target
- Achieved = 95 per cent to 120 per cent of target
- Progressing = 80 per cent to 95 per cent of target
- Not Met = Less than 80 per cent of target

# **Guest Experience**

BSC MEASURES	2021-22 Actual	2022-23 Target	2022-23 Actual	
Guest Satisfaction	78.0%	78.0%	76.0%	Achieved
Mystery Shopper	97.4%	96.5%	99.0%	Achieved
Percent of Rated Play	56.9%	55.0%	53.3%	Achieved

#### Strategy

SaskGaming's business is centered on the guest experience. Providing an engaging and entertaining experience for guests is the foundation of everything at SaskGaming. For 2022-23, the focus was on the continued modernization of gaming products and completing the refresh of Casino Regina. Completion of deferred training for the GameOn 2.0 Customer Service Program, SaskGaming's internal customer service philosophy, was a priority for 2022-23, to ensure that employees are equipped to meet high expectations around guest interactions and engagement.

#### Result

SaskGaming scored 76.0 per cent on the Guest Satisfaction survey, slightly below the target of 78 per cent. In the survey, guests cited positive interactions with employees and comments about the refreshed Casino Regina property. Results were better in Regina than in Moose Jaw confirming the importance of excellent customer service and the value of the property renovations. Achieving the target was encouraging given that Casino Regina was being renovated, with parts of the gaming floor being under construction while the survey was being conducted.

The Mystery Shopper Program score was 99.0 per cent, above the target of 96.5 per cent. Employee performance remains high particularly in the areas of listening, politely dealing with requests and greeting customers.

Percent of rated play (the percentage of players using their Players Club cards) is a relatively new measure that was first measured in 2021-22. Actual results were slightly lower than expected due to lower carded guest attendance, and limited promotions and events to drive sign-ups and carded play.

As promotional activity began to attract guests back to the casinos, rated play (cumulative) improved over the year hitting 53.3 per cent (slightly below the target of 55.0 per cent).

#### 2023-24 Focus

For 2023-24, SaskGaming will focus on the following strategic initiatives:

- Investment in Products, Property and Technology Leverage the investments made in renovating Casino Regina, renovate Casino Moose Jaw, and continue to refresh the slot machine products.
- Modernize Gaming Systems Explore options to implement the Bally Elite Bonusing Suite to deliver an enhanced guest experience.
- Explore Options to Implement an OMNI Channel Investigate creating a seamless and convenient loyalty program experience across business lines.

BSC MEASURES	2021-22 Actual	2022-23 Target	2022-23 Actual	
Employee Engagement*	57 <sup>th</sup>	N/A	N/A	No Report
Indigenous Representation	39.2%	42.0%	37.8%	Progressing
Employee Wellness Index	New	72.2%	65.5%	Progressing

#### **Employee Experience**

\*Conducted every second year – measured as a percentile of North American Casinos without hotels

#### Strategy

To deliver on SaskGaming's Guest Experience Strategy and to achieve its financial sustainability targets requires friendly, well-trained and informed staff. Talent management is identified as one of SaskGaming's top five corporate-wide risks. This is influenced by a mobile, multi-generational workforce; an evolving labour market; and a mature business environment which, in turn, impacts the attraction, training, retention and turnover/attrition of SaskGaming employees. To deliver on the employee experience goals for 2022-23, work continued on the indigenous employment, employee learning, employee satisfaction and employee wellness strategies.

#### Result

The Employee Engagement Survey, which is normally conducted every two years, was not completed in 2022-23 as it was an off year.

The competition for Indigenous talent has increased as public organizations seek to implement initiatives resulting from the Calls to Action of the Truth and Reconciliation Commission (TRC). Indigenous representation decreased slightly as the year progressed. The labour market remains challenging to recruit and retain team members, including Indigenous. The measure finished the year at 37.8 per cent (below the target of 42.0 per cent).

A Wellness Index was introduced to the balanced scorecard to monitor the implementation of the Wellness Strategy. The Wellness Index includes the results of an annual Wellness Survey, vacation usage, overtime usage, employee injury incidents and use of the Employee Family Assistant Plan. For 2022-23, the target was established at 72.2 per cent, with results falling below target at 65.5%. Injury incidents and usage of the EFAP program were well below expectations, while vacation usage and overtime were above target, resulting in this score.

#### 2023-24 Focus

For 2023-24, SaskGaming will focus on the following strategic initiatives:

- Learning Strategy Implement the tactics to support employees and help improve the guest experience.
- Employee Wellness Strategy Provide tools and supports to employees to improve overall employee wellness, including a wellness fair, partnerships with community agencies and mental health supports.
- Indigenous Employment Strategy To improve Indigenous recruitment, retention and advancement by enhancing candidate sourcing, exit and stay survey processes.
- Modernize Compensation Complete a total compensation market review with potential enhancements.

BSC MEASURES	2021-22 Actual	2022-23 Target	2022-23 Actual	
Guest Awareness of Responsible Gambling	78%	84.0%	70.0%	Progressing
Public Opinion of Community Support	53.3%	55.0%	50.9%	Progressing
GHG* Emissions	New	7,468	7,076	Achieved
Crown Collaboration (\$M)	48.9	55.0	53.1	Achieved

## **Responsible Corporation**

\*Greenhouse Gas Emissions

#### Strategy

SaskGaming operates with the highest standards of integrity and is driven to continually improve its impact, contributions and relationships with suppliers, partners and its local communities.

The corporation's community relations mission is to demonstrate good corporate citizenship and to employ best practices in the gaming industry for corporate social responsibility and community investment. This is accomplished through community sponsorships, in-kind support and donations. A focus area for SaskGaming is investments allocated to Indigenous projects, programs and initiatives.

SaskGaming is also committed to robust responsible gaming practices and has adopted the internationally recognized GameSense program that combines responsible play education with information on the risks associated with gambling.

System and information security is a top enterprise risk for SaskGaming, taking significant steps to ensure its systems are secure and employees are well trained in cybersecurity awareness.

Other commitments SaskGaming makes to being a responsible corporation include facility improvements to improve the safety of employees and guests, reducing greenhouse gas (GHG) emissions, supporting Saskatchewan businesses, and collaborating with other government agencies to reduce costs and increase efficiencies.

#### Result

For 2022-23, the target for Guest Awareness of Responsible Gambling was set at 84.0 per cent with the actual result being 70.0 per cent. This result was a due to a gap in programming and resourcing which has since been rectified. The GameSense Information Centre at Casino Regina was renovated and relocated to a more central area as part of the property renovations.

For 2022-23, the target for Public Opinion of Community Support was set at 55.0 per cent. Community support budgets are set based off of a percentage of net income. Being that 2022-23 was still anticipated to be a transition year coming out of the pandemic, the budget was much smaller than it would have been during a normal year. As a result, there was less community programing and advertising during the year. Results are expected to improve in 2023-24.

For several years, SaskGaming has been striving to reduce its carbon footprint through various initiatives, including the installation of LED lighting and energy-efficient heating, ventilation and air conditioning units at its properties as part of planned renovations. In early 2022-23, a GHG emissions target was set for the fiscal year that established a benchmark to maintain emissions at 2019-20 levels. The target of 7,468 tonnes was achieved with a result of 7,076 tonnes.

SaskGaming last reported a target for GHG emissions of approximately 9,000 tonnes in 2012, which is 20.5 per cent greater than the 2019-20 benchmark value, showing how impactful the reduction projects have been over the past decade.

Crown Collaboration savings among Government agencies (including SaskGaming) are totaled by CIC and reported in each subsidiary Crown's balanced scorecards. CIC reported \$53.1 million in annualized cost savings with eight customer service initiatives and nearly \$1.9 billion in investment attraction.

#### 2023-24 Focus

For 2023-24, SaskGaming will focus on the following strategic initiatives:

- Foster Community Relations Leverage the Community Relations budget to ensure even greater support for programming in Regina and Moose Jaw.
- Enhance Responsible Gambling Programming Review the recommendations from the RG Check final report and implement improvements as required.
- Improve Energy Efficiency Improve energy utilization to reduce SaskGaming's carbon footprint.
- Continued Improvements in Cybersecurity.

## **Financial Sustainability**

BSC MEASURES	2021-22 Actual	2022-23 Target	2022-23	3 Actual
Income (Loss) Before Payment to the GRF (\$000s)	19,098	23,498	42,568	Exceeded
EBITDA Margin	42.2%	38.3%	49.7%	Exceeded
Debt Ratio	5.3%	5.3%	5.1%	Achieved
Payroll Percentage	38.4%	39.1%	31.4%	Exceeded

#### Strategy

SaskGaming has developed a long-term plan to continually invest in products, properties and technology to ensure a path to sustainability. The plan is financially sound and can be achieved while maintaining a commitment to the shareholder, CIC, to provide dividend payments.

#### Result

Income Before Payment to the GRF at the end of 2022-23 was \$42.6 million compared to a budget of \$23.5 million. Slot revenues exceeded expectations due to higher than expected spend per guest. In addition to this, demand for table games exceeded expectations and operating expenses were also below budget.

EBITDA Margin and Payroll Percentage finished the year exceeding their targets, with revenue above budget expectations and operating expenses below budget expectations.

The Debt Ratio continues to be low as debt is retired.

#### 2023-24 Focus

For 2023-24, SaskGaming will focus on the following strategic initiatives:

- Leverage Online Gaming Platform In partnership with SIGA, leverage the PlayNow platform to create awareness, capture market share and generate revenue for both the platform and land-based casinos.
- Implement Shared Services Implement shared service agreements with Lotteries and Gaming Saskatchewan as required.
- Invest to Maintain Assets Establish a reinvestment schedule for all assets to improve financial planning, reduce unplanned breakdowns and maximize flexibility in capital allocation.
- Crown Collaboration Embrace "One Team" initiatives across government.

# Risk Management and Disclosure

SaskGaming manages its risk exposures through its Enterprise Risk and Opportunities (EROM) policy and framework. The EROM process is aligned and integrated in SaskGaming's strategic planning to ensure that risks are mitigated, and opportunities are capitalized. This integration assists in the achievement of SaskGaming's strategic goals.

At SaskGaming, risk control measures have been encapsulated within our policies and procedures, training and by maintaining an active and robust Occupational Health & Safety program. This supports our operations and reinforces risk management responsibilities throughout the corporation.

Overall, the Board of Directors is responsible for SaskGaming's risk management and as a result is required to approve the following:

- the Corporation's risk management policy and framework; and
- the annual EROM report.

The annual EROM report identifies SaskGaming's:

- risk register and the assessment of the top corporate-wide risks;
- list of processes and controls relied upon to mitigate the top corporate-wide risks;
- designated risk and control owners; and
- strategies developed to address key risks determined to be insufficiently mitigated.

All risks defined as top corporate-wide risks are reviewed and reported quarterly to the Executive Committee, Audit and Finance Committee and the Board of Directors. By policy, all EROM reports provided to the Board of Directors are also provided to CIC.

SaskGaming's five top corporate-wide risks are below, as well as the mitigation activities that address each risk.

SUSTAINABLE INCOME		
Risk	Mitigation Activities	
The inability to take advantage of opportunities to grow or support the business as SaskGaming's ability to move beyond the traditional gaming market being outside the corporation's control. This could lead to a decline in income and not meeting the shareholder's dividend expectations	Proceed with a 50/50 gaming partnership with the Saskatchewan Indian Gaming Authority (SIGA) and SaskGaming introducing an online gaming platform. The platform will be managed by SaskGaming and operated by SIGA.	
	The online gaming platform will include full single- event sports betting functionality.	
	Streamline gaming in the Province by seeking to reduce three government entities into one government entity responsible for conduct and management.	

# Strategic Risks

BUSINESS INTERRUPTION		
Risk	Mitigation Activities	
SaskGaming is unable to provide services due to a business interruption (situations including: accidents, labour disruption, loss of a key supplier, sabotage, weather, major technology failure, public health event) resulting in loss of revenue, dissatisfied guests, etc.	SaskGaming's Business Continuity Management Program (BCMP) includes an IT Disaster Recovery Plan (DRP), a pandemic plan, strike contingency plans, a crisis communications plan as well as a business continuity plans. These plans are supported by business impact assessments, critical supplier's lists, departmental action plans and checklists, etc. Components of the BCMP are reviewed in accordance with an established schedule.	
	Emergency measure procedures have been developed and are available on the intranet to assist employees in responding to various emergency situations.	
	The surveillance Digital Video Recording (DVR) system has failover capabilities in the event of a disaster.	
	Annual fire drills are conducted at both casinos.	
	SaskGaming carries business interruption insurance.	
	All critical applications are located on diverse infrastructure spanning multiple locations for high availability and continuity.	
	For critical applications located at the SaskTel Data Centre, SaskTel has a DRP for their managed hosting customers to support a quick recovery following a business interruption.	

SYSTEMS & INFORMATION SECURITY		
Risk	Mitigation Activities	
Loss or theft of revenue, proprietary information, unauthorized knowledge and use of confidential information resulting from inappropriate or unlawful access to data can result in litigation and/or a loss of guest and stakeholder confidence, and thereby, have a negative financial impact.	A semi-annual account audit is conducted to ensure access is correct. The audit includes contractors and external vendors. Privileged accounts are reviewed on a quarterly basis.	
	There is a standardized process in place for assigning permissions within applications to enhance security.	
	A third-party contractor performs daily backups of SaskGaming's data in case of emergencies. SaskGaming tests the recovery of these backups at least annually. SaskGaming also has a Disaster Recovery Plan (DRP), which is reviewed, updated and tested annually.	
	A third-party contractor monitors the managed hosting environment. Any suspicious activity is investigated, remediated, and reported to SaskGaming management.	
	SaskGaming uses anti-virus software to detect and remediate viruses and malware on desktop computers.	
	SaskGaming conducts vulnerability assessments on high-risk infrastructure to identify potential security gaps in the environment.	
	To enhance staff education, SaskGaming has implemented mandatory Cybersecurity Awareness training. In addition, SaskGaming employees have the option to take additional training on various IT security topics.	
	Policies on IT Security and Acceptable Use of Technology exist to ensure staff are well trained in IT security.	
	To enhance awareness, security information is prepared and distributed to staff.	
	Annually, all employees reaffirm that they will abide by the Acceptable Use of Technology policy.	

TALENT MANAGEMENT		
Risk	Mitigation Activities	
Not effectively developing and managing the culture, human resources and intellectual capital, results in an unsatisfied workforce and the inability to sustain the capability of the corporation to achieve its business objectives including Indigenous representation. This includes attraction, training, retention, compensation, workforce planning, labour relations, safety and wellness.	The corporate Learning Hub is in place and operating to host eLearning training.	
	An "Ask" program was established where issues can be raised and addressed in a timely manner.	
	A Succession Planning and Management Framework is in place. Annually, critical positions and key business processes are reviewed, identified and mitigation plans developed.	
	An Attendance Support Program is in place, with quarterly reporting and dedicated resources to assist managers in the administration of the program.	
	There is a communication plan and various mediums to communicate information to employees.	
	The Kronos time and attendance system (including mobile) is fully in place and operational.	
	Situational Leadership and Coaching for Excellence Program training was completed to support leaders within the organization.	
	Human resource related policies are in place and updated to ensure they are current.	
	Strike contingency plan was updated as part of the BCMP.	
	The Indigenous Employment Learning and Employee Wellness strategies were developed and are implemented.	
	A comprehensive Health and Safety Program has been developed and is in place.	
	GameOn 2.0 customer service program training was developed and implemented to support the Guest Experience Strategy	
	Revised performance management tools and templates were created to support GameOn 2.0 and the Learning strategy.	
	An Operational Manager Development program was developed and implemented.	
	A biennial employee engagement survey is conducted to identify issues impacting employee satisfaction.	
	An Employee Wellness Survey was conducted that measures, in part, the wellness of team members.	
	Social Committees are in place and operational. The objective is to organize and coordinate social events that are identified and suggested by employees and to contribute to employee satisfaction.	
	Review Employee Satisfaction survey results and develop strategies to address root causes of employee dissatisfaction.	

IT INFRASTRUCTURE & ARCHITECTURE		
Risk	Mitigation Activities	
Insufficient information technology infrastructure or resources, or the inability to leverage technological innovation results in the inability to efficiently and effectively support the Corporation's business and information systems requirements.	Networking best practices have been implemented to ensure no single points of failure exist within SaskGaming's wide area network (WAN) and other local area network (LAN) segments where redundancy is required.	
	Critical network equipment follows a hardware refresh cycle to ensure that equipment is replaced before it reaches its functional end of life.	
	Critical network hardware includes vendor hardware and software support which provides assurance that failed equipment will be replaced and that software issues are resolved with vendor assistance.	
	SaskGaming and the third-party provider use a change management process to make approved and well-planned changes to the infrastructure.	
	An incident management process is used to track and report infrastructure incidents. This process links to the change management process.	
	SaskGaming's IT Governance Committee meets quarterly to review and evaluate IT projects and new requests and prioritize them on business need and risk to the Corporation.	
	The contract with the third-party provider of managed hosting services has defined service level agreements, with associated financial penalties, which are reported regularly.	
	A resource plan is used to capture the resource requirements to cover core work, the IT program, and other service requests to compare against the existing capacity to determine where and what types of additional resources are required.	

# Stakeholder Engagement

## **Public and Guest Communications**

SaskGaming's public and guest communications are focused on transparency, accuracy and timeliness, while utilizing digital, print and broadcast mediums to connect with stakeholders.

Casinos Regina and Moose Jaw's gaming floors use front-of-house electronic signage to inform guests of promotions, entertainment offerings, responsible gambling and recent winners.

SaskGaming conducts targeted advertising through television, radio, billboards and direct mail. Players Club kiosks on the gaming floors are accessible by players.

Corporate information is posted to the websites, including SaskGaming's mandate and goals, corporate social responsibility framework, quarterly financial statements and annual reports.

## **Guest Engagement and Feedback**

Guest engagement and feedback is central to SaskGaming improving its products and services and ensuring guest needs are being met.

In 2022-23, this included the deployment of a Guest Satisfaction Survey. In addition, six topic-specific surveys were conducted through the Players Club Conversation online community.

Guests are also encouraged to submit feedback and engage with SaskGaming through comment cards, email, in-person discussions and other ad-hoc surveys.

## **Employee Communications**

Sharing of information with employees and ensuring two-way communication is key to fostering organizational success and delivering an exceptional customer experience.

Casinos Regina and Moose Jaw operate in a shift work environment, with employees working varied hours with limited access to email or a smartphone. As such, the corporation uses an array of mediums to connect with employees at all levels of the organization. These include an employee intranet, a weekly employee newsletter and a weekly email to managers and supervisors and an employee intranet.

Other internal communications methods utilized by SaskGaming include corporate memos from senior leadership, an "ASK" question-and-answer feature for employees to anonymously submit their questions to management and back-of-house electronic signage.



Consolidated Financial Statements For the year ended March 31, 2023

# Management's Report on Financial Statements

The accompanying financial statements have been prepared by management in accordance with International Financial Reporting Standards. Financial information included elsewhere in this annual report is consistent with that in the financial statements. Management is responsible for the integrity, objectivity and reliability of the financial statements.

The financial statements for the period ended March 31, 2023 have been approved by the Saskatchewan Gaming Corporation's Board of Directors.

Management of the corporation has established (and maintains) a system of internal controls, providing assurance that transactions are recorded and executed in compliance with legislation and authority, assets are safeguarded, there is an effective segregation of duties and responsibilities, and reliable records are maintained. An internal audit function independently evaluates the effectiveness of these controls on an ongoing basis and reports its findings to management and the Audit and Finance Committee of the Board.

The corporation's independent auditors, KPMG LLP, on behalf of management have examined the corporation's financial statements as of March 31, 2023. The auditor's report, which follows, outlines the scope of their examination and sets forth their opinion.

Susan Flett President and CEO

Kama Leier Vice President of Finance and Risk

May 25, 2023

# Management's Report on Internal Control Over Financial Reporting

I, Susan Flett, the President and CEO of the Saskatchewan Gaming Corporation, and I, Kama Leier, the Vice President of Finance and Risk of the Saskatchewan Gaming Corporation, certify the following:

- a. That we have reviewed the financial statements included in the Annual Report of the Saskatchewan Gaming Corporation (SaskGaming). Based on our knowledge, having exercised reasonable diligence, the financial statements included in the Annual Report, fairly present, in all material respects the financial condition, results of operations, and cash flows, as of March 31, 2023.
- b. That based on our knowledge, having exercised reasonable diligence, the financial statements included in the Annual Report of SaskGaming do not contain any untrue statements of material fact, or omit to state a material fact that is either required to be stated or that is necessary to make a statement not misleading in light of the circumstances under which it was made.
- c. That SaskGaming is responsible for establishing and maintaining effective internal control over financial reporting, which includes safeguarding of assets and compliance with applicable legislative authorities; and SaskGaming has designed internal controls over financial reporting that are appropriate to the circumstances of SaskGaming.
- d. That SaskGaming conducted its assessment of the effectiveness of the corporation's internal controls over financial reporting and, based on the results of this assessment, SaskGaming can provide reasonable assurance that internal controls over financial reporting as of March 31, 2023 were operating effectively and no material weaknesses were found in the design or operation of the internal controls over financial reporting.

Susan Flett President and CEO

Kama Leier Vice President of Finance and Risk

May 25, 2023

# Independent Auditor's Report

To the Members of the Legislative Assembly, Province of Saskatchewan

#### Opinion

We have audited the consolidated financial statements of Saskatchewan Gaming Corporation (the Entity), which comprise:

- the consolidated statement of financial position as at March 31, 2023
- the consolidated statement of comprehensive income for the year then ended
- the consolidated statement of changes in equity for the year then ended
- the consolidated statement of cash flows for the year then ended
- and notes to the consolidated financial statements, including a summary of significant accounting policies.

(Hereinafter referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the consolidated financial position of the entity as at March 31, 2023, and its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

#### **Basis for Opinion**

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the "*Auditor's Responsibilities for the Audit of the Financial Statements*" section of our auditor's report.

We are independent of the Entity in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada and we have fulfilled our other responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **Other Information**

Management is responsible for the other information. Other information comprises:

• the information, other than the financial statements and the auditor's report thereon, included in the Annual Report.

Our opinion on the financial statements does not cover the other information and we do not and will not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit and remain alert for indications that the other information appears to be materially misstated.

We obtained the information, other than the financial statements and the auditor's report thereon, included in the Annual Report as at the date of this auditor's report.

If, based on the work we have performed on this other information, we conclude that there is a material misstatement of this other information, we are required to report that fact in the auditor's report.

We have nothing to report in this regard.

#### Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB), and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Entity's ability to continue as a going concern, disclosing as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Entity or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Entity's financial reporting process.

#### Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion.

Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit.

We also:

 Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion.

The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Entity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Entity to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group Entity to express an opinion on the financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

KPMG LLP

**Chartered Professional Accountants** 

Regina, Canada May 25, 2023

# Saskatchewan Gaming Corporation Consolidated Statement of Financial Position

As at March 31

(Thousands of Dollars)	Note		2023	 2022
ASSETS				
Current Cash Accounts receivable Inventory Prepaid expenses		\$	17,398 148 115 779 18,440	\$ 22,299 90 120 857 23,366
Property, plant and equipment	4	\$	70,351 88,791	\$ 68,565 91,931
LIABILITIES AND EQUITY				
Current Trade and other payables Payable to the General Revenue Fund (GRF) Dividend payable Current portion of lease liabilities	5	\$	13,073 4,595 3,832 <u>641</u> 22,141	\$ 12,780 3,563 - 579 16,922
Lease liabilities	6		2,76324,904	 3,404 20,326
Equity advance Retained earnings	7	\$	3,700 60,187 63,887 88,791	\$ 15,700 55,905 71,605 91,931
Description of business	1			
Commitments and contingencies	8			
Subsequent events	19			
(See accompanying notes)				
On behalf of the Board:		7/		
BSP	04	/16		

Director

L Director

## Saskatchewan Gaming Corporation Consolidated Statement of Comprehensive Income

For the year ended March 31

(Thousands of Dollars)	Note	2023_	 2022
Revenue	9, 10	\$ 116,281	\$ 77,785
Operating expenses Depreciation Taxes Contractual obligations	11,18 12 8	58,503 8,539 3,280 3,015	44,979 7,469 2,779 3,015
Finance expense	13	<u> </u>	 445 58,687
Income before payment to GRF		42,568	19,098
Payment to GRF	5	21,284	 9,549
Net income		21,284	9,549
Other comprehensive income			 -
Comprehensive income		\$ 21,284	\$ 9,549

(See accompanying notes)

## Saskatchewan Gaming Corporation Consolidated Statement of Changes in Equity

### For the year ended March 31

(Thousands of Dollars)		2023			2022	
	Retained Earnings	Equity Advance	Total	Retained Earnings	Equity Advance	Total
Equity, beginning of year	\$ 55,905	\$ 15,700	\$ 71,605	\$ 46,356	\$ 4,000	\$ 50,356
Comprehensive income	21,284	-	21,284	9,549	-	9,549
Dividends	(17,002)	-	(17,002)	-	-	-
Equity (repayment) advance		(12,000)	(12,000)		11,700	11,700
Equity, end of year	\$ 60,187	\$ 3,700	\$ 63,887	\$ 55,905	\$ 15,700	\$ 71,605

(See accompanying notes)

## Saskatchewan Gaming Corporation Consolidated Statement of Cash Flows

For the year ended March 31

(Thousands of Dollars)	 2023	 2022
Operating activities		
Net income	\$ 21,284	\$ 9,549
Adjustments for: Finance expense Depreciation Loss on sale of property, plant and equipment Changes in non-cash working capital balances: Accounts receivable Inventory Prepaid expenses Trade and other payables Payable to GRF	 376 8,518 21 (58) 5 78 293 1,032 31,549	 445 7,403 66 (45) (64) (82) 2,524 3,563 23,359
Investing activities		
Purchases of property, plant and equipment	 (10,325) (10,325)	 (11,516) (11,516)
Financing activities		
Dividends paid Repayment of equity advance Interest paid Equity advance received Repayment of short-term debt Repayment of lease liabilities	 (13,170) (12,000) (376) - - (579) (26,125) (4,901)	 - (433) 11,700 (5,000) (522) 5,745 17,588
Clange in cash	(4,901) 22,299	4,711
Cash, end of year	\$ 17,398	\$ 22,299

(See accompanying notes)

## Saskatchewan Gaming Corporation Notes to the Consolidated Financial Statements March 31, 2022

#### 1. Description of Business

The Saskatchewan Gaming Corporation (SaskGaming) is a corporation domiciled in Canada. The address of SaskGaming's registered office and principal place of business is 1880 Saskatchewan Drive, Regina, SK, S4P 0B2.

SaskGaming manages and operates Casino Regina and Casino Moose Jaw. SaskGaming was established under *The Saskatchewan Gaming Corporation Act* to establish and operate casinos in Saskatchewan; conduct and manage games of chance in casinos and online; and to establish and operate or to provide for the establishment and operation of any business or activity that it considers reasonably related to operating a casino. SaskGaming must operate in accordance with statutory provisions established under Section 207 of the *Criminal Code of Canada* and *The Alcohol and Gaming Regulation Act, 1997.* Regulation of SaskGaming's operations is controlled by the separately constituted Saskatchewan Liquor and Gaming Authority. SaskGaming is an agent of His Majesty in Right of the Province of Saskatchewan, and, as a provincial Crown corporation, is not subject to provincial or federal income taxes. As well, SaskGaming is not subject to provincial taxes.

SaskGaming operates under the direction of its owner, Crown Investments Corporation of Saskatchewan (CIC). CIC is the Government of Saskatchewan's holding corporation for its commercial Crown corporations. The financial results of SaskGaming are included in the consolidated financial statements of CIC.

In the comparative period, Casinos Regina and Moose Jaw were closed for most of the first quarter due to the global pandemic, as required by public health advice. The casinos remained closed until June 20, 2021, when they were permitted to re-open in accordance with direction from the Chief Medical Health Officer, with a 150 person maximum capacity. On July 11, 2021 all restrictions were lifted, including capacity restrictions and social distancing requirements within the casinos. On September 17, 2021 a mandatory masking mandate was reinstated and effective October 1, 2021 all guests were required to be fully vaccinated or show a recent negative COVID-19 test. These remaining measures were lifted by the end of February 2022 and the casinos began operating with no restrictions.

#### 2. Basis of Preparation

a) Statement of compliance

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board.

The consolidated financial statements were authorized for issue by the Board of Directors on May 25, 2023.

b) Basis of measurement

The consolidated financial statements have been prepared on the historical cost basis except for financial instruments which are classified as fair value through profit and loss, which are measured at fair value (Note 17).

c) Functional and presentation currency

These consolidated financial statements are presented in Canadian dollars, which is SaskGaming's functional currency.

d) Use of estimates and judgements

The preparation of financial statements in conformity with IFRS requires management to make estimates and assumptions that affect the application of accounting policies and the reported amount of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

Information about critical judgements in applying accounting policies that have the most significant effect on the amounts recognized in the consolidated financial statements is included in the following notes:

- Useful lives of property, plant and equipment (Note 3(e) and Note 4)
- Customer loyalty program (Note 3(c))

#### 3. Significant Accounting Policies

The accounting policies set out below have been applied consistently to all periods presented in these consolidated financial statements and have been applied consistently by SaskGaming and its subsidiary.

a) Basis of consolidation

The consolidated financial statements include the accounts of SaskGaming and its whollyowned subsidiary, SGC Holdings Inc. which is incorporated under *The Business Corporations Act (Saskatchewan)*. All intercompany transactions and accounts have been eliminated on consolidation. b) Revenue

Gaming revenue (table and slot revenues) represents the net win from gaming activities, which is the difference between the amounts wagered and payouts by the casino. Gaming revenues are net of accruals for anticipated payouts of progressive jackpots and liabilities under the Players Club Program.

Online gaming is recorded in other revenue at the net consideration after the operator's expenses have been deducted.

Ancillary revenues include food, beverage and Show Lounge revenue.

Food and beverage revenue is recognized when the goods and services are provided. Show Lounge revenue is recognized when the event occurs.

Revenues exclude the retail value of food, beverage and other promotional allowances provided on a complimentary basis to guests. The cost of providing the complimentary items is included in direct operating expenses.

c) Customer loyalty program

As part of its customer loyalty initiative, SaskGaming offers a Players Club Program to patrons. Under the program, club members accumulate reward points based on a combination of average bet, theoretical hold percentage, game speed and length of play at slot machines and tables. Members can redeem their points for cash or vouchers for free or discounted goods or services. SaskGaming records the points earned as a reduction of gaming revenue. A liability is accrued for the estimated cost of the earned points balance at the end of the period under the Players Club Program. If the patron chooses to redeem their points for a voucher for free or discounted goods or services, the revenue is determined by the fair value of the undelivered goods and services and is deferred until the promotional consideration is provided.

d) Inventory

Inventory is stated at the lower of cost and net realizable value. The cost of inventory is determined using the most recent replacement cost.

e) Property, plant and equipment

Property, plant and equipment are recorded at cost less accumulated depreciation. Cost includes expenditures that are directly attributable to the acquisition of the asset. When parts of an item of property, plant and equipment have different useful lives, they are accounted for as separate items (major components) of property, plant and equipment.

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets. SaskGaming ceases to capitalize borrowing costs when substantially all the activities necessary to prepare the qualifying asset for its intended use are complete.

Assets are depreciated commencing in the year in which they are available for use, using the straight-line method over their useful lives as follows:

Building and renovations, including leased building	5 - 40 years
Furniture and equipment	3 - 20 years

Depreciation methods and useful lives are reviewed at each financial year end and adjusted if appropriate.

f) Leases

The lessee recognizes a right-of-use asset and a lease liability at the lease commencement date subject to recognition exemptions for certain short-term and low value leases, resulting in lease payments being expensed on a straight line basis. Short-term leases are leases with a lease term of 12 months or less that do not contain a purchase option. Upon recognition, the right-of-use asset is measured at cost, which includes the initial lease liability adjusted for any lease payments made at or before the commencement date of the lease less any lease incentives received, plus any direct costs incurred and estimated costs to dismantle and remove the asset, if any.

The right-of-use asset is subsequently depreciated using the straight-line method from the commencement date to the earlier of the end of the useful life of the right-of-use asset or the end of the lease term. The estimated useful lives of the right-of-use assets are determined on the same basis as those of property, plant and equipment. Right-of-use assets are also periodically assessed and adjusted for impairment.

The lease liability is initially measured at the present value of outstanding lease payments at the commencement date, discounted using the interest rate implicit in the lease or, if that rate cannot be determined, SaskGaming's incremental borrowing rate. The lease liability is measured at amortized cost using the effective interest rate method. If there is a change in the future lease payments the lease liability will be adjusted.

#### Leasing Activities

The major categories of leased items include:

- Gaming equipment leases (including slot machines); and
- Other equipment.

SaskGaming leases certain gaming equipment, which primarily includes slot machines. SaskGaming utilizes a combination of purchased and leased slot machines to enable the continuous refreshment of the gaming experience for guests. As a result slot machines are leased on a short-term basis and replaced frequently. SaskGaming has elected to apply the recognition exemption for short-term leases.

Low value assets are generally office furniture, office equipment and information technology equipment.

For the year ended March 31, 2023, SaskGaming expensed \$2,645 thousand in short-term leases (2022 - \$1,790 thousand) and \$20 thousand in low-value leases (2022 - \$22 thousand).

SaskGaming leases the property where Casino Moose Jaw is located. The right-of-use asset is included in property, plant and equipment and the lease liability is disclosed separately as "Lease liabilities".

#### g) Employee benefits

(i) Defined contribution plan

SaskGaming provides pension benefits to eligible employees through participation in a defined contribution plan. A defined contribution plan is a post-employment benefit plan under which an entity pays fixed contributions into a separate entity and will have no legal

or constructive obligation to pay further amounts. Obligations for contributions to the defined contribution pension plan are recognized as an employee benefit expense in the consolidated statement of comprehensive income (loss) when services are rendered by employees.

(ii) Short-term employee benefits

Short-term employee benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided.

h) Foreign currency

Transactions in foreign currencies are translated to the functional currency of SaskGaming at exchange rates at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the reporting date are translated to the functional currency at the exchange rate at that date. All gains and losses on translation of these foreign currency transactions are included in income in the current period.

- i) Financial instruments
  - (i) Non-derivative financial assets and liabilities

SaskGaming classifies its financial instruments into one of the following categories: fair value through profit or loss and amortized cost. All financial instruments are initially recognized at fair value and their subsequent measurement is dependent on their classification as described below.

Cash is classified as fair value through profit or loss and is recorded at fair value. Accounts receivable are classified as amortized cost. Financial assets classified as amortized cost are subsequently measured at amortized cost using the effective interest method, less any impairment.

SaskGaming has the following non-derivative financial liabilities which are classified as amortized cost: trade and other payables, payable to the GRF and dividend payable. Such financial liabilities are recognized initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition these financial liabilities are measured at amortized cost using the effective interest method.

SaskGaming derecognizes a financial asset when the contractual rights to the cash flows from the asset expire, or it transfers the rights to receive the contractual cash flows on the financial asset in a transaction in which substantially all the risks and rewards of ownership of the financial asset are transferred. Any interest in transferred financial assets that is created or retained by SaskGaming is recognized as a separate asset or liability. SaskGaming derecognizes a financial liability when its contractual obligations are discharged, cancelled or expire.

Financial assets and liabilities are offset and the net amount presented in the consolidated statement of financial position when SaskGaming has a legal right to offset the amounts and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

#### j) Impairment

i) Financial assets

SaskGaming recognizes loss allowances for expected credit losses on financial assets measured at amortized cost. SaskGaming measures loss allowances for trade receivables at an amount equal to lifetime expected credit losses.

When determining whether the credit risk of a financial asset has increased, SaskGaming performs a quantitative and qualitative analysis based on SaskGaming's historical experience and forward-looking information. SaskGaming assumes that the credit risk on a financial asset has increased significantly if it is more than 120 days past due. SaskGaming considers a financial asset to be in default when the borrower is unlikely to pay its credit obligations to SaskGaming in full, without recourse by SaskGaming to actions such as realizing security.

Loss allowances for financial assets measured at amortized cost are deducted from the gross carrying amount of the assets. The gross carrying amount of a financial asset is written off to the extent that there is no realistic prospect of recovery.

ii) Non-financial assets

The carrying amounts of SaskGaming's non-financial assets, other than inventories, are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated.

The recoverable amount of an asset or cash-generating unit is the greater of its value in use and its fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. For the purpose of impairment testing, assets that cannot be tested individually are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or groups of assets (the "cash-generating unit, or CGU").

An impairment loss is recognized if the carrying amount of an asset or its CGU exceeds its estimated recoverable amount. Impairment losses are recognized in profit or loss. Impairment losses recognized in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation, if no impairment loss had been recognized.

k) Finance income and finance costs

Finance income comprises interest income on bank balances. Interest income is recognized as it accrues in income or loss, using the effective interest method.

Finance costs comprise interest expense on borrowings and impairment losses recognized on financial assets. Borrowing costs that are not directly attributable to the acquisition, construction or production of a qualifying asset are recognized in income or loss using the effective interest method. I) New standards and interpretations not yet adopted

SaskGaming has assessed the impact of new standards, interpretations and amendments to existing standards that were issued by the International Accounting Standards Board (IASB) or International Financial Reporting Interpretations Committee (IFRIC) that are mandatory for annual accounting periods beginning after March 31, 2023. These standards include:

*Classification of Liabilities as Current or Non-current (Amendments to IAS 1)* The amendments clarify the classification of liabilities as current or non-current and remove the requirement for a right to defer settlement or roll over of a liability for at least twelve months to be unconditional. Instead, such a right must exist at the end of the reporting period. The amendments are effective for annual periods beginning on or after January 1, 2024. SaskGaming does not expect any material impact with the adoption of these amendments.

#### Accounting Estimates (Amendments to IAS 8)

The amendments introduce a new definition for accounting estimates, which clarifies that they are monetary amounts in the financial statements that are subject to measurement uncertainty. The amendments also clarify the relationship between accounting policies and accounting estimates by specifying that a company develops an accounting estimate to achieve the objective set out by an accounting policy. The amendments are effective for annual periods beginning on or after January 1, 2023. SaskGaming does not expect any material impact with the adoption of these amendments.

#### Accounting Policies (Amendments to IAS 1)

The amendments require companies to disclose their material accounting policies rather than significant accounting policies and clarify that accounting policies related to immaterial transactions or events do not need to be disclosed. The amendments also clarify that not all accounting policies that relate to a material transaction or event are themselves material to the financial statements. The amendments are effective for annual periods beginning on or after January 1, 2023. SaskGaming does not expect any material impact with the adoption of these amendments.

#### 4. Property, Plant and Equipment

(Thousands of Dollars)	 Land	Re	Buildings and novations	E	Furniture and Equipment	Rig	ht-of-Use Asset	 Total
Cost								
Balance at April 1, 2021 Additions Disposals Transfers	\$ 15,154 - - -	\$	52,438 8,490 (234) (237)	\$	45,065 3,026 (1,824) 237	\$	8,858 - - -	\$ 121,515 11,516 (2,058) -
Balance at March 31, 2022	\$ 15,154	\$	60,457	\$	46,504	\$	8,858	\$ 130,973
Balance at April 1, 2022 Additions Disposals	\$ 15,154 - -	\$	60,457 5,997 -	\$	46,504 4,231 (2,413)	\$	8,858 97 -	\$ 130,973 10,325 (2,413)
Balance at March 31, 2023	\$ 15,154	\$	66,454	\$	48,322	\$	8,955	\$ 138,885
Accumulated Depreciation								
Balance at April 1, 2021 Depreciation Disposals	\$ - - -	\$	22,909 2,954 (234)	\$	30,126 4,245 (1,758)	\$	3,962 204 -	\$ 56,997 7,403 (1,992)
Balance at March 31, 2022	\$ -	\$	25,629	\$	32,613	\$	4,166	\$ 62,408
Balance at April 1, 2022 Depreciation Disposals	\$ - -	\$	25,629 3,946 -	\$	32,613 4,368 (2,392)	\$	4,166 204 -	\$ 62,408 8,518 (2,392)
Balance at March 31, 2023	\$ -	\$	29,575	\$	34,589	\$	4,370	\$ 68,534
Carrying Amounts								
At March 31, 2022	\$ 15,154	\$	34,828	\$	13,891	\$	4,692	\$ 68,565
At March 31, 2023	\$ 15,154	\$	36,879	\$	13,733	\$	4,585	\$ 70,351

SaskGaming leases building and land under a finance lease agreement. At March 31, 2023, the net carrying amount of leased building was \$3,409 thousand (March 31, 2022 - \$3,516 thousand) and the leased land was \$1,176 thousand (March 31, 2022 - \$1,176 thousand).

#### 5. Payment to the General Revenue Fund

SaskGaming pays monies to the GRF to the extent required to meet the Government's obligations under *The Saskatchewan Gaming Corporation Act* to the First Nations Trust, the Community Initiatives Fund and the Métis Development Fund.

#### 6. Lease Liabilities

Beginning in September 2002, SaskGaming leased the Casino Moose Jaw property for 25 years at an annual cost of \$900 thousand for the first ten years, and \$955 thousand annually thereafter. At the end of the lease, SaskGaming will acquire the property for the sum of one dollar.

(Thousands of Dollars)	 2023	 2022
Total future minimum lease payments Less: future finance charges on lease	\$ 4,218 (814)	\$ 5,173 (1,190)
Present value of lease liabilities Less: current portion of lease liabilities	 3,404 (641)	 3,983 (579)
Lease liabilities	\$ 2,763	\$ 3,404

As at March 31, 2023, scheduled future minimum lease payments and the present value of lease liabilities are as follows:

(Thousands of Dollars)	 1 year	<u>1</u> ·	- 5 years	re than 5 Years
Future minimum lease payments	\$ 955	\$	3,263	\$ -
Present value of finance lease liabilities	641		2,763	-

#### 7. Equity Advance

SaskGaming does not have share capital. However, SaskGaming has received equity advances from CIC to form its equity capitalization. The advances reflect an equity investment in SaskGaming by CIC. For the year ended March 31, 2023, SaskGaming repaid \$12,000 thousand in equity advances to CIC. SaskGaming received equity advances of \$11,700 thousand from CIC in the prior period. Equity advances outstanding as of March 31, 2023 were \$3,700 thousand (2022 - \$15,700 thousand).

#### 8. Commitments and Contingencies

a) Agreement with Regina Exhibition Association (Association)

On April 1, 1997, SaskGaming entered into an agreement with the Association to fulfill previous commitments made to the Association regarding the maintenance of a certain level of its income.

The Association terminated the agreement effective November 23, 1997. Under the termination provisions of the agreement, SaskGaming agreed to pay the Association monthly payments of \$235,417 for the first year following termination of the agreement and, subject to certain conditions, monthly payments of \$216,667 until 2027.

b) Agreement with Moose Jaw Exhibition Company Ltd. (MJEX)

On July 31, 2001, SaskGaming entered into an agreement with MJEX regarding the maintenance of a certain level of income upon the opening of Casino Moose Jaw. Under this agreement, SaskGaming agreed to pay MJEX \$34,583 monthly, subject to certain conditions, starting in 2003 and continuing until 2028.

c) Litigation and claims

SaskGaming is involved in litigation and claims that arise from time to time in the normal course of business. In the opinion of management, any liability that may arise from such contingencies would not have a material impact on the consolidated financial position or the consolidated results of operations of SaskGaming.

#### 9. Revenue

(Thousands of Dollars)	 2023	 2022
Casino gaming revenue	\$ 107,142	\$ 73,397
Ancillary revenue	8,167	4,059
Other	 972	 329
	\$ 116,281	\$ 77,785

Ancillary revenues include revenue from food and beverage, Show Lounge, and other non-gaming related activities.

#### 10. Online Gaming

Effective September 23, 2021 the provincial government and the Federation of Sovereign Indigenous Nations (FSIN) agreed to amend the Gaming Framework Agreement with respect to Online Gaming. The amendment grants the authority for Saskatchewan Indian Gaming Authority (SIGA) to enter into an operating agreement with SaskGaming, as the proponent for the purpose of providing operating and maintenance services relating to Online Gaming on behalf of the FSIN. Pursuant to the amendment, SaskGaming fulfils the conduct and management role for Online Gaming in Saskatchewan as required by the Criminal Code and the Saskatchewan Liquor and Gaming Authority (SLGA) provides regulatory oversight.

In accordance with the Framework Agreement, SaskGaming is required to remit 50 per cent of net income from online gaming to the GRF for distribution to the First Nations Trust. The remaining 50 per cent is retained by SaskGaming and available for dividend to Crown Investments Corporation (CIC) or reinvestment. To implement the amendment, SaskGaming and SIGA signed an Online Gaming Operating Agreement (OGOA) on November 5, 2021. The OGOA requires SIGA to pay the net profits from online gaming to SaskGaming.

Effective June 2, 2022 a contract was signed by SaskGaming, SIGA and British Columbia Lottery Corporation (BCLC), for BCLC to provide an online gaming platform in Saskatchewan. The online gaming platform launched November 3, 2022.

SaskGaming has recorded net gaming revenue of \$62 thousand (2022 - nil).

#### 11. Operating Expenses

(Thousands of Dollars)	 2023	 2022
Salaries and employee benefits	\$ 34,711	\$ 28,416
Employee future benefits	1,738	1,434
Maintenance and supplies	7,649	6,003
Advertising, promotions and sponsorships	2,802	1,640
Lease and rental	2,735	1,878
Food and beverage cost of goods sold	2,271	1,219
Entertainment	1,205	206
Printing and communication	1,017	709
Professional services	913	616
Other direct operating	 3,462	 2,858
	\$ 58,503	\$ 44,979

#### 12. Taxes

SaskGaming is on the prescribed list of lottery corporations pursuant to Section 188 of *The Excise Tax Act*. In lieu of collecting Goods and Services Tax (GST) on revenue at the retail level, SaskGaming calculates and remits GST according to a formula prescribed by the Canada Revenue Agency (CRA). The formula requires SaskGaming to pay 10 per cent on the purchase of goods and services related to gaming activities.

GST and provincial sales tax on leased equipment is expensed over the term of the lease. Also included in taxes are grants in lieu of property tax.

As a provincial Crown corporation, SaskGaming is not subject to federal or provincial income or capital taxes.

#### 13. Finance Expense

(Thousands of Dollars)	 2023	 2022
Interest on lease liabilities Interest on short-term debt	\$ 376	\$ 433 12
	\$ 376	\$ 445

#### 14. Pension Plan

Substantially all of SaskGaming's permanent employees participate in the Public Employees Pension Plan (the Plan), a defined contribution pension plan administered by the Plan's Board of Directors. The Public Employees Pension Plan is registered under *The Income Tax Act (Canada)* and is governed by the Plan board in accordance with *The Public Employees Pension Plan Act*. SaskGaming's financial obligation is limited to making the employer's required contributions for current service. During the year ended March 31, 2023, SaskGaming expensed \$1,738 thousand (2022 - \$1,434 thousand) for the employer's required contributions.

#### 15. Bank Indebtedness

SaskGaming has established a line of credit of \$3 million with its financial institution. The line of credit is unsecured. Interest is charged on the line of credit at the bank's prime rate. SaskGaming did not have any amount owing on the line of credit at March 31, 2023 (March 31, 2022 - nil).

#### 16. Capital Management

SaskGaming's objectives when managing capital are to ensure adequate capital to support the operations and growth strategies of SaskGaming, and to ensure adequate returns to CIC. During the year, CIC required SaskGaming to declare 80 per cent of net income. As a result of the casino closures due to COVID-19, CIC did not require SaskGaming to declare a dividend in the prior year.

SaskGaming funds its capital requirements through internal operating activities and debt. SaskGaming's maximum debt level is determined by the Government of Saskatchewan through Order-in-Council. Through this process, SaskGaming may borrow up to \$56.2 million, which includes finance leases and temporary loans.

SaskGaming monitors capital on the basis of the debt ratio. The ratio is calculated as debt over debt plus equity. Total debt includes long and short-term debt and lease obligations. Total equity is equal to equity advances and retained earnings.

For fiscal 2023, SaskGaming's goal is a debt to equity ratio of 5.3%.

The debt ratio is as follows:

(Thousands of Dollars)	 2023	 2022
Lease obligation	\$ 3,404	\$ 3,983
Total debt	3,404	3,983
Equity advance	3,700	15,700
Retained earnings	 60,187	 55,905
Capitalization	\$ 67,291	\$ 75,588
Debt ratio	5.1%	5.3%

#### 17. Financial Risk Management

SaskGaming has exposure to the following risks from its use of financial instruments: market risk, foreign currency risk, credit risk and liquidity risk.

#### a) Risk management

The Board of Directors has overall responsibility for the establishment and oversight of SaskGaming's risk management framework and is responsible for developing and monitoring SaskGaming's risk management policies.

SaskGaming's risk management policies are established to identify and analyze the risks faced by SaskGaming, to set appropriate risk limits and controls and to monitor risks and

adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and SaskGaming's activities.

SaskGaming's Board of Directors oversees how management monitors compliance with SaskGaming's risk management policies and procedures, and reviews the adequacy of the risk management framework in relation to the risks faced by SaskGaming. The Board is assisted in its oversight role by Internal Audit. Internal Audit undertakes both regular and ad hoc reviews of risk management controls and procedures, the results of which are reported to the Board of Directors.

b) Fair value

Fair values approximate amounts at which financial instruments could be exchanged in an orderly transaction between market participants based on current markets for instruments with similar characteristics such as risk and remaining maturities. Fair value measurements are subjective in nature, and represent point-in-time estimates which may not reflect fair value in the future.

The methods and assumptions used to develop fair value measurements have been prioritized into three levels as per the fair value hierarchy included in IFRS. Level one includes quoted prices (unadjusted) in active markets for identical assets or liabilities. Level two includes inputs other than quoted prices included in level one that are observable for the asset or liability. Level three includes inputs that are not based on observable market data.

The following table presents the carrying amount and fair value of SaskGaming's financial instruments. The table also identifies the financial instrument category and fair value hierarchy.

(Thousands of Dollars)		2023		2022		
	0	Fair Value	Carrying	Fair	Carrying	Fair
Financial Instruments	Classification <sup>1</sup>	Hierarchy	Amount	Value	Amount	Value
Cash	FVTPL	Level One	\$ 17,398 \$	\$ 17,398	\$ 22,299 \$	5 22,299
Accounts receivable	AC	Level Two	148	148	90	90
Trade and other payables	AC	Level Two	13,073	13,073	12,780	12,780
Payable to the GRF	AC	Level Two	4,595	4,595	3,563	3,563
Dividend payable	AC	Level Two	3,832	3,832	-	-

Classification<sup>1</sup>:

FVTPL - Fair value through profit and loss AC - Amortized cost

c) Foreign exchange risk

SaskGaming faces exposure to the U.S./Canadian dollar exchange rate through the purchase of goods and services payable in U.S. dollars. The risk is not considered significant. There has been no change in the risk exposure from March 31, 2022.

d) Credit risk

SaskGaming does not extend credit to its gaming customers. Credit risk is limited to its accounts receivable balance which consists primarily of credit extended to business entities for business functions held at the Show Lounge. Credit risk is not considered significant. There has been no change in the risk exposure from March 31, 2022

#### e) Liquidity risk

Liquidity risk is the risk that SaskGaming is unable to meet its financial commitments as they become due or can only do so at excessive cost. SaskGaming manages its cash resources based on financial forecasts and anticipated cash flows.

The following summarizes the contractual maturities of SaskGaming's financial liabilities.

(Thousands of Dolla		C	on	tractual	Cas	h Flow	S				
	Carrying		0 - 6		7 - 12		1 - 2		3 - 5	Мо	re than
Financial Liabilities	Amount	Total	months		months		years		years		5 years
Trade and other											
payables	\$ 13,073	\$ 13,073	\$ 13,073	\$	-	\$	-	\$	-	\$	-
Payable to the GRF	4,595	4,595	4,595		-		-		-		-
Dividend payable	3,832	3,832	3,832		-		-		-		-
	\$ 21,500	\$ 21,500	\$ 21,500	\$	-	\$	-	\$	-	\$	-

#### At March 31, 2022

(Thousands of Dolla	C	Contractual Cash Flows								
	Carrying		0 - 6	7 - 12		1 - 2		3 - 5 More than		than
Financial Liabilities	Amount	Total	months	months	)	/ears		years	5 y	ears
Trade and other										
payables	\$ 12,780	\$ 12,780	\$ 12,780	\$ -	\$	-	\$	-	\$	-
Payable to the GRF	3,563	3,563	3,563	-		-		-		-
	\$ 16,343	\$ 16,343	\$ 16,343	\$-	\$	-	\$	-	\$	_

#### 18. Related Party Transactions

SaskGaming is controlled by the Government of Saskatchewan through its ownership of SaskGaming's parent, CIC. Included in these consolidated financial statements are transactions with various Saskatchewan Crown corporations, ministries, agencies, boards and commissions related to SaskGaming by virtue of common control by the Government of Saskatchewan and non-Crown corporations and enterprises subject to joint control and significant influence by the Government of Saskatchewan (collectively referred to as "government-related entities"). SaskGaming has elected to take a partial exemption under IAS 24, *Related Party Disclosures* which allows government related entities to limit the extent of disclosures about related party transactions with government or other government related entities.

Routine operating transactions with related parties are recorded at the exchange amount, which is the amount of consideration established and agreed to by the related parties. For the year ending March 31, 2023, the aggregate amount of SaskGaming's transactions with other government-related entities is approximately 4.5 per cent of direct operating expenses (2022 – 5.0 per cent).

In addition, SaskGaming pays provincial sales tax to the Saskatchewan Ministry of Finance on all its taxable purchases. Taxes paid are recorded as part of the cost of those purchases.

SaskGaming also collects liquor consumption tax from customers and remits to the Saskatchewan Ministry of Finance.

Other amounts and transactions due to and from related parties are described separately in these consolidated financial statements and the notes thereto.

#### Key management personnel compensation

In addition to salaries, SaskGaming provides non-cash benefits to key management personnel, defined as the President, Vice Presidents and Board members of SaskGaming. Key management personnel compensation is comprised of:

(Thousands of Dollars)	 2023	 2022
Short term employee benefits	\$ 1,328	\$ 1,448
Post-employment benefits (defined contribution pension plan)	 92	 78
	\$ 1,420	\$ 1,526

#### 19. Subsequent Events

Subsequent to year-end the Government of Saskatchewan passed legislation creating Lotteries and Gaming Saskatchewan (LGS), a subsidiary of Crown Investments Corporation. LGS is a new commercial crown corporation with the mandate to oversee lotteries and gaming in the province. LGS will consolidate the management oversight for commercial gaming through casinos, Video Lottery Terminals, lotteries and online gaming, while the regulatory function will remain with the Saskatchewan Liquor and Gaming Authority. This will result in SaskGaming, becoming a wholly owned business subsidiary of LGS as of June 1, 2023, while still retaining the SaskGaming board structure. There will be no changes to the operators or beneficiaries of gaming.

## Governance

#### Mandate and Authority

The Saskatchewan Gaming Corporation (SaskGaming) was established as a Treasury Board Crown corporation under *The Saskatchewan Gaming Corporation Act* with the mandate to establish and operate casinos in Saskatchewan. Effective April 1, 2008, SaskGaming became a Crown corporation under the direction of Crown Investments Corporation (CIC), the holding company for Saskatchewan's Crown corporations.

SaskGaming is accountable to the Government of Saskatchewan through a Board of Directors appointed by the Lieutenant Governor in Council. Through the Chair, the Board is accountable to the Minister Responsible for SaskGaming.

SaskGaming operates Casinos Regina and Moose Jaw under the regulatory authority of the Saskatchewan Liquor and Gaming Authority (SLGA). Day-to-day operating practices at the casinos are governed by provincial regulations. SaskGaming also operates in accordance with statutory provisions under the Criminal Code of Canada and *The Alcohol and Gaming Regulation Act, 1997.* 

#### **Profit Sharing**

In a normal operating year, SaskGaming pays 50 per cent of its net income to the General Revenue Fund (GRF) to fulfill the government's legislated commitment to the First Nations Trust and the Community Initiatives Fund (CIF) as outlined in *The Saskatchewan Gaming Corporation Act*. Half of SaskGaming's commitment flows to the First Nations Trust and the other half flows to the CIF.

- The First Nations Trust distributes funding to all First Nations in the province and requires these funds to be spent on economic development, social development, justice, educational development, recreational facilities development and operation, senior and youth programs, cultural development, community infrastructure, health initiatives and other charitable purposes.
- The CIF is overseen by the Ministry of Parks, Culture and Sport and provides grants to initiatives that enhance human development and community vitality.
  - By agreement, a portion of the funds established for the CIF are allocated to the Métis Development Fund, also known as the Clarence Campeau Development Fund (CCDF). Its mission is to improve the economic circumstances of Saskatchewan's Métis people by providing funding for business development, community economic development, development of management skills and assistance to new and existing Métis-owned businesses.
  - o This agreement specifies an 80/20 split (CIF/CCDF) on the first \$10 million and an equal share (50/50) of any remaining revenues.

The remaining 50 per cent of SaskGaming's net income is available for dividend distribution through CIC for other priorities of government. The unused portion remaining is retained by SaskGaming for future needs.

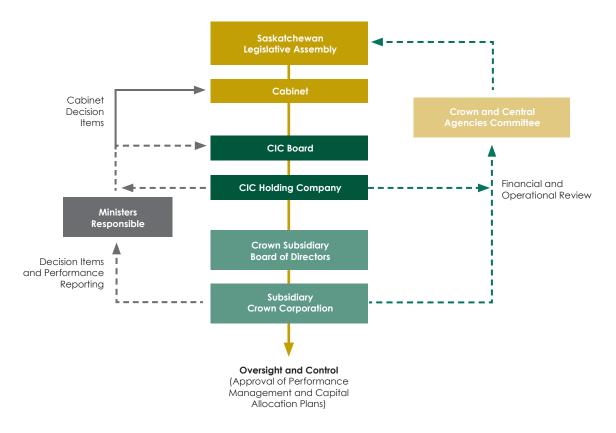
#### Shareholder Direction and Communications

As the shareholder of SaskGaming, CIC establishes the general strategic direction (as it does for all subsidiary Crowns) and, in turn, SaskGaming supports that strategic direction.

CIC communicates with SaskGaming through written policies or directives issued by CIC management or the CIC Board of Directors, and verbally through discussions with SaskGaming senior leaders. SaskGaming reports to CIC on a regular basis on matters such as Balanced Scorecard results, financial statements and budget forecasts, capital expenditures and other requested information on an ad hoc basis. Where required by legislation or directive, SaskGaming submits information and/or decision items for review and approval by CIC and Cabinet. The President and CEO of SaskGaming reports to a Board of Directors appointed by the Lieutenant Governor in Council. The Board is comprised of seven members, three of whom are nominated by the Federation of Sovereign Indigenous Nations (FSIN).

Through the Chair, SaskGaming's Board of Directors is accountable to the Minister Responsible for SaskGaming. The Minister functions as a link between SaskGaming and Cabinet, as well as the Legislative Assembly of Saskatchewan.

The Legislative Assembly appoints members to the Standing Committee on Crown and Central Agencies at the beginning of each legislative session. This committee holds public hearings and is empowered to review the annual report, financial statements and operations of Crown corporations and related agencies. The Minister Responsible for SaskGaming and the corporation's senior management are called before the committee to answer questions about the year(s) under review.



The following chart illustrates the accountability structure for Crown corporations:

#### **Regulatory Compliance**

The Saskatchewan Gaming Corporation Casino Regulations, 2002 govern the day-to-day operating practices at Casinos Regina and Moose Jaw. SaskGaming is also subject to a number of acts including The Financial Administration Act, The Tabling of Documents Act, The Crown Corporations Act, The Freedom of Information and Protection of Privacy Act and The Heritage Property Act.

SaskGaming has detailed policies and procedures in place to ensure compliance with all regulatory standards, and a compliance officer tasked with ensuring we meet our obligations. SaskGaming representatives from Finance and Risk and the Corporate Auditor meet quarterly with SLGA compliance investigators to discuss operational matters and to review new or existing policies and procedures. SaskGaming senior leaders are also in regular contact with SLGA through written and verbal interactions.

#### **Role of the Board of Directors**

The Board of Directors functions as a steward of the corporation and has a statutory authority and an obligation to manage the affairs and the business of the corporation. In satisfaction of this obligation, the Board provides oversight, while delegating to management the responsibility for day-to-day operations. The fundamental objective of the Board is to act in the best interests of SaskGaming, taking into account the public policy and business objectives of the corporation, with a view to enhancing shareholder value.

Visit casinoregina.com for the Board's Terms of Reference.

#### **Board Composition**

The composition of the Board of Directors is set out in SaskGaming's governing legislation. The Board consists of not more than seven members, all of whom are appointed by the Lieutenant Governor in Council. Three members of the SaskGaming Board are nominated by the FSIN. Cabinet may fill any vacancy that occurs on the Board.

#### **Board Appointment and Renewal**

While the appointment of directors is ultimately made by the Lieutenant Governor in Council, it follows recommendations provided by CIC and the SaskGaming Board of Directors.

The Governance and Human Resources Committee leads the process for assessing the skills and competencies of Board and committee members to support the strategic direction and the operational needs of the corporation. The Committee, in compliance with the CIC Board of Directors Appointment Policy, reviews potential candidates and recommends approval of qualified candidates to the SaskGaming Board for consideration by the CIC Board of Directors. Recommendations may also include an appropriate mix of skills, qualifications and expertise required for new directors.

#### **Compensation Practices**

Compensation rates for directors are set by the CIC Board of Directors. Directors receive quarterly retainers when they are engaged in work for the corporation, including performance of any duties on behalf of the corporation or as a member of a Committee of the Board.

The CIC Board sets compensation rates according to the level of responsibility of the Board. In 2022-23, the quarterly retainer for members of the SaskGaming Board of Directors was \$5,000 for the Chair and \$3,500 per director.

Committee Chairs also receive a quarterly retainer and members of committees receive a per diem for attendance at meetings. The Chair of the Audit and Finance Committee receives a \$650 quarterly retainer, and the Chair of the Governance and Human Resources Committee receives a \$500 retainer. The maximum per diem for members of committees is \$650 for a full-day and \$350 for a half-day meeting.

Board expenses for the fiscal period ending March 31, 2023, were \$147,540.

#### **Code of Conduct**

Members of the SaskGaming Board of Directors are governed by SaskGaming's Code of Business Conduct and Ethics policy, and the CIC Code of Conduct for Directors of subsidiary Crown corporations. The CIC Code assists the Boards of subsidiary Crowns to fulfill their statutory and fiduciary obligations and maintain a reputation for the highest standards of public trust and confidence in serving the interests of all stakeholders more effectively. The Governance and Human Resources Committee serves as ethics advisor to the Board, administers and enforces the CIC Code and reports annually to the Board on compliance with the Code.

#### **CEO Assessment and Executive Compensation**

The Board monitors and evaluates the performance of the President and CEO on an ongoing basis. The Board Chair with input from Board members annually reviews and recommends to the Board the performance objectives, work plans and development plans for the President and CEO for the upcoming year. The Governance and Human Resource Committee, with the Board Chair, conducts an annual performance review of the President and CEO, based on agreed upon objectives and developmental initiatives, which are approved by the Board and updated each year. The committee shares the results of the annual performance review with the Board.

The Executive Compensation Plan for Crown corporations is defined by the shareholder, CIC. As a result, Executive compensation at SaskGaming complies with the guidelines established by CIC's Crown Executive Compensation Policy, Procedures and Guidelines. Within the guidelines set by CIC, the Governance and Human Resources Committee monitors and annually reviews the compensation and benefit programs, policies and incentive compensation plans for Executive and recommends to the Board, where appropriate, any changes to the compensation levels for the President and CEO or Executive. Incentive compensation is tied to the achievement of corporate targets, and the extent to which the targets are achieved determines Executive eligibility for performance compensation.

Direct reports of the President and CEO, including all Executive members, are required by legislation to file and report the details of their compensation and benefits, and any changes to their compensation and benefits, to the Clerk of the Saskatchewan Legislature within 14 days of the change. In addition, the Crown and Central Agencies Committee of the Legislative Assembly requires all Crown corporations, including SaskGaming, to file an annual Crown Payee Disclosure Report which includes the total compensation of Executive members. The report is available on the CIC website. The Governance and Human Resources Committee and the Board annually review the details of the report.

#### **Succession Planning**

SaskGaming has a workforce plan to ensure the corporation has the right people, competencies and skills needed to be successful. The workforce plan links to the Learning Strategy, which includes a competency framework.

The Governance and Human Resources Committee approves and/or recommends the corporation's human resources policies (that relate to the terms and conditions of employment and compensation), guidelines, procedures and systems, and reports changes in policies to the Board. The committee reviews annually the corporation's Succession Planning and Retention Framework and makes recommendations to the Board where changes are required. The committee semi-annually reviews updates regarding identified critical positions and associated mitigation plans to ensure a robust plan is in place and to better manage risk associated with talent management.

The committee is also responsible for the succession plan for the President and CEO, and annually reviews and updates the succession plan as necessary and makes recommendations regarding the succession plan to the Board.

#### **Board Committees**

The Board has the authority to appoint any committees that it considers necessary for conducting the business of the corporation. The Board has developed Terms of Reference prescribing the scope, duties and responsibilities of the committees it has appointed to assist it in fulfilling its obligations.

#### Audit and Finance Committee

The mandate of the Audit and Finance Committee is to assist the Board in meeting its responsibilities by ensuring the adequacy and effectiveness of the corporation's financial reporting, internal controls, management information systems and risk management. The committee is directly responsible for the corporate audit function, approving the corporate audit charter, plan and resources, and reviewing audit results. The committee has responsibility to:

- Oversee the work of the Corporate Auditor and External Auditor;
- Approve the Corporate Auditor's annual audit plan, including any significant mid-year changes to the plan;
- Resolve any disagreements regarding accounting, internal controls or auditing matters;
- Retain independent counsel, accountants or others to advise the committee as required, or to assist in conducting an investigation; and
- Seek any information it requires from external parties or employees to conduct an investigation.

The committee has the authority to authorize investigations into any matter referred to it by the Board, or any other matter within the committee's scope of responsibilities. The committee meets incamera with the corporation's Corporate Auditor, as necessary, to better understand the information presented by Corporate Audit or any other relevant issues. The committee also meets regularly with the appointed External Auditor.

Key work of the committee in 2022-23 included the review and recommendation of the corporation's External and Internal Audit Plans; the 2022-23 Consolidated Financial Statements; the Management Discussion and Analysis section of the 2022-23 Annual Report; the SaskGaming Payee Disclosure Reports; the public Quarterly Financial Reports; quarterly Performance Management Plan Reports; reports from the Internal Auditor; the appointment of the External Auditor; the quarterly Enterprise Risk Management Status Reports; and the CEO/CFO Certification.

In 2022-23, the committee held a total of four meetings.

Members: Paul Pastor (Chair), Blair Ross (Ex Officio), Tim Bear, Ernest Standingready.

#### Governance and Human Resources Committee

The Governance and Human Resources Committee serves as an advisory body to the Board, providing leadership to the Board in relation to governance processes, policies and principles of the corporation and assisting the Board in nominating potential candidates for positions on the Board. The committee oversees SaskGaming's overall employment environment and is responsible for the corporation's policies for human resource management, compensation and succession planning. The committee also provides input annually to the Board on the performance objectives, work plans and development plans for the President and CEO. The committee also provides input to the Board Chair's annual performance review of the President and CEO.

The committee develops and reviews the effectiveness of the corporation's governance practices and biennially reviews the Terms of Reference of the Board and its committees. The committee annually reviews the corporation's diversity initiatives and monitors the corporation's Code of Business Conduct and Ethics Policy and other workplace policies. It serves as ethics advisor to the Board, administering and enforcing CIC's Code of Conduct and reporting annually to the Board on compliance with the Code.

Key work of the committee in 2022-23 was to complete the biennial review of the terms and conditions for the committees and the Board of Directors, approve bargaining strategies and proposals for IATSE, as well as a collective bargaining agreement extension. The committee also reviewed the semi-annual updates of the Succession Management and Retention Plan and Representative Workforce reports; the summary of litigation pertaining to human resource matters; all of the compensation and benefits programs and, in particular, those that apply to the Executive; changes to the Executive Compensation in terms of the annual salary holdback plan and results for the previous performance year; performance targets for the Executive; and to assist the Board Chair in completing the annual performance review of the President and CEO.

In 2022-23, the committee held a total of four meetings.

Members: Eileen Libby (Chair), Blair Ross (Ex Officio), Chief Cadmus Delorme, Donna Strudwick.

## **Governance** Practices

SaskGaming's approach to corporate governance is substantially consistent with the guidelines set out in the Canadian Securities Administrators (CSA) National Policy 58-201 – Corporate Governance Guidelines and National Instrument 58-101 – Disclosure of Corporate Governance Practices.

The National Policy and National Instrument address the key areas of responsibility for effective corporate governance, including responsibility for stewardship of the corporation, the Board's role in working with management and the functioning of the Board. Although SaskGaming is not legally obligated to comply with CSA governance guidelines, the corporation has benchmarked its corporate governance practices against the CSA National Policy and National Instrument Guidelines in the following corporate governance scorecard.

CSA National Policy 58-201 and National Instrument 58-101 Disclosure of Corporate Governance Practices	SaskGaming's Corporate Governance Practices	Consistent with CSA Guidelines?
<ol> <li>Board of Directors Composition</li> <li>The Board should have a majority of independent directors.</li> </ol>	There are seven members on the SaskGaming Board appointed by the Lieutenant Governor in Council. The Federation of Sovereign Indigenous Nations (FSIN) nominates three members, and the provincial Cabinet appoints four members. All directors are independent.	Yes
Disclosure of significant shareholders (ability to exercise the majority of votes to elect directors).	Saskatchewan Gaming Corporation, as a statutory Crown corporation, does not have any issued share capital. Although CSA is reviewing governance of controlled companies, this feature is not applicable to SaskGaming.	Not Applicable

CSA National Policy 58-201 and National Instrument 58-101 Disclosure of Corporate Governance Practices	SaskGan Governa			9		Consistent with CSA Guidelines?	
(a) Disclose the identity of directors; and	Blair Ross, Boo Co-founder c			President and C Group.	.00,	Yes	
(b) Describe who is independent and the basis	Eileen Libby, Partner at ML		Chair: Indep	endent,			
for the determination of independence.	Paul Pastor: II Buckberger B						
	Tim Bear: Ind Sakimay First		Community N	Vavigator,			
	Cadmus Delo First Nation, F			ef of the Cowess	sess		
		Headman f		elected Council an Nakota First N			
	Donna Strudy Rural Board c						
	the corporati with the corp the corporati	ion, or have oration, or h ion in exces ommittee n	material con nave receive s of the fees	ates" work with c ntracts or relatio ed remuneration and compensat is directors of sul	nships from tion as		
(c) Indicate whether directors are directors of any other issuer that is a reporting issuer.	SaskGaming an issuer.	Not Applicable					
(d) Do directors hold regularly scheduled in-camera meetings to facilitate open and candid discussion? If so, how many meetings were held in the previous 12 months?	At each regular meeting, the Board sets aside time on the Yes agenda for an in-camera session where management is excused from the meeting. The Board held five meetings in 2022-23.						
(e) The Chair should be independent to provide leadership for the directors.	The Board struin is independe		skGaming is :	such that the Bo	oard Chair	Yes	
(f) Disclose the attendance record of each director for	The following	are the atte	ndance statis	tics for Board me	eetings:		
Board meetings held in the most recently completed	Director	Board	Audit & Finance	Governance & HR	Total		
financial year.	Delorme	3/5	-	2/4	5/9		
	Libby	5/5	-	4/4	9/9		
	Pastor	5/5	3/4	-	8/9		
	Ross	5/5	4/4	4/4	13/13		
	Stand-	5/5	4/4	-	9/9		
	ingready						
					0.10		
	Strudwick	4/5	-	4/4	8/9		

For the purposes of this report, members who attended meetings in part were considered to be present.

CSA National Policy 58-201 and National Instrument 58-101 Disclosure of Corporate Governance Practices	SaskGaming's Corporate Governance Practices	Consistent with CSA Guidelines?
2. Board Mandate The Board should adopt a written mandate which explicitly acknowledges responsibility for the stewardship of the corporation and which delineates its roles and responsibilities, including responsibility for:	The Board has written Terms of Reference that set out its responsibility to function as stewards of the corporation, and the obligation to manage the affairs and business of the corporation. While the fundamental objective of the Board is to act in the best interests of the corporation, the Board has a responsibility to ensure congruence among shareholder expectations, corporate plans and management performance. The Board Terms of Reference are available to the public on the corporate website. The Board adopts an Annual Work Plan to ensure the duties and responsibilities identified in the Terms of Reference are scheduled to be achieved.	Yes
(a) Satisfaction regarding the integrity of the Chief Executive Officer (CEO) and executive and the creation of a culture of integrity;	The CEO and Executive act in accordance with the governing legislation, the corporation's Code of Business Conduct and Ethics Policy and Board Terms of Reference which are available to the public on the corporate website. The Board has approved the Integrity Matters policy, which provides a mechanism for anonymous internal reporting of actual or potential business misconduct. Each of the committees established by the Board has its own Terms of Reference, which are available on the corporate website. Board members are also governed by the CIC's Code of Conduct for directors of subsidiary Crown corporations.	Yes
(b) The adoption of a strategic planning process and approval of a strategic plan that takes into account, among other things, the opportunities and risks of the business;	SaskGaming has an integrated strategic planning process using the Balanced Scorecard methodology to build clarity about the strategic direction, ensure alignment with shareholder priorities and to translate that direction into a results-focused, actionable performance plan.	Yes
(c) The identification of the principal risks of the corporation's business and ensuring the implementation of appropriate systems to manage these risks;	Management and the Board developed an Enterprise Risk Management Framework in 2009 that integrated the corporation's Risk Management Program into its annual planning process. Risk is an important responsibility of the Board. It receives and discusses reports on corporate-wide risks and mitigation strategies quarterly, it receives a quarterly report on compliance with gaming regulations and instituted a quarterly compliance certificate process for the CEO and CFO in 2012.	Yes

CSA National Policy 58-201 and National Instrument 58-101 Disclosure of Corporate Governance Practices	SaskGaming's Corporate Governance Practices	Consistent with CSA Guidelines?
(d) Succession planning, including appointing, training and monitoring senior management;	SaskGaming has a Talent Management Plan to ensure the corporation has the right people, competencies and skills needed to be successful. The plan includes the Learning, Indigenous Employment and Wellness Strategies, as well as the Health and Safety Program.	Yes
	In support of SaskGaming's commitment to the training and development of employees, the Governance and Human Resources Committee approves and/or recommends the corporation's human resources policies, guidelines, procedures and systems, and reports changes in policies to the Board. The committee reviews and makes recommendations to the Board regarding the corporation's Succession Planning and Management Framework as necessary, which was developed in 2011 and amended from time to time to help SaskGaming meet its current and long-term needs and ensures it can meet its business plan goals. The committee semi-annually reviews updates regarding identified critical positions and associated mitigation plans. The committee is also responsible for the succession plan for the President and CEO, annually updating the position description outlining primary duties, responsibilities and accountabilities and making recommendations regarding the succession plan to the Board.	
(e) A communications policy for the corporation;	SaskGaming is committed to the principles of transparency, openness and timeliness in communications with its owner, employees, stakeholders and the public. The corporation complies with communication requirements set by the shareholder. The Board approved a non-partisan communications policy (2019) that the corporation continues to follow.	Yes
(f) The integrity of the corporation's internal control and information management systems;	The Board has appointed an Audit and Finance Committee to assist the Board in fulfilling its responsibilities with respect to the adequacy and integrity of the corporation's financial reporting, internal control systems, risk management and relationship with external auditors. These areas are also audited by the Internal Auditor as part of their annual work plan.	Yes
(g) Development of approach to corporate governance, principles and guidelines;	The Governance and Human Resources Committee is mandated through its Terms of Reference to be responsible to the Board for the development, review and effectiveness of SaskGaming's corporate governance practices. The Committee also serves as the ethics advisor to the Board.	Yes

CSA National Policy 58-201 and National Instrument 58-101 Disclosure of Corporate Governance Practices	SaskGaming's Corporate Governance Practices	Consistent with CSA Guidelines?
(h) General mandate re: stakeholder relations, and expectations and	The duties of directors are set out in legislation. A Code of Conduct applicable to the directors of all subsidiary Crown corporations also guides members of the Board.	Yes
responsibilities of directors.	The primary responsibility of the Board of Directors is to foster the long-term success of the corporation consistent with the Board's responsibility to its shareholder.	
	The Chair of the Board participates in a CIC Chairs forum conducted by the statutory shareholder, where feedback and communication are provided to all Crown corporation Board Chairs on the expectations of the holding company as representatives of the shareholder.	
	Building on the base of directors' duties outlined in legislation, the Terms of Reference for the Board and its committees are reviewed annually.	
<b>3. Position Descriptions</b> (a) The Board should develop position descriptions for the Board Chair and Chair of each Board Committee;	The Board has developed position descriptions for the Board Chair, the committee Chairs and individual directors which set out the duties and responsibilities of each.	Yes
(b) Together with the CEO, develop a position description for the CEO delineating management's responsibilities and approving corporate goals and objectives that the CEO is responsible to meet.	The Board has developed the Board's Terms of Reference which outline the responsibilities of the Board and management. The Board has approved a position description that sets out the primary duties, responsibilities and accountabilities of the President and CEO. The Board has also approved policies for expenditure authorities for the President and CEO and Executive officers. These policies clearly outline the limits of their authorities and the levels for which matters must receive Board approval. The Board reviews and approves the annual Performance Management Plan, Balanced Scorecard targets and budget. The President and CEO is expected to deliver these outcomes.	Yes
4. Orientation and Continuing Education The Board should ensure new directors receive comprehensive orientation and fully understand the role and the contribution they are expected to make; and, the Board should provide continuing education opportunities for all Directors.	The Governance and Human Resources Committee has responsibility to provide an appropriate orientation program for new directors and a continuing education program for all directors. Directors receive an orientation to the corporation and the industry from management. CIC delivers a comprehensive training program for directors focusing on best governance practices and the Board's role and responsibilities. Some directors also undertook governance training offered through CIC.	Yes

## SaskGaming's Corporate **Governance Practices**

Consistent with CSA Guidelines?

Yes

5. Code of Business Conduct and Ethics (a) The Board should adopt a written Code of Business Conduct and ethics applicable to directors, officers and employees of the corporation which is designed to promote integrity and deter wrongdoing. The Code should address conflicts of interest, protection, proper use of corporate assets and opportunities, confidentiality, fair dealing, compliance with laws, rules and regulations and provide a mechanism to report illegal or unethical behaviour.	Directors of the corporation are required to abide by CIC's Code of Conduct for directors of subsidiary Crown corporations. The Governance and Human Resources Committee, as the ethics advisor to the Board, is required to administer, monitor and enforce the Code of Conduct, which includes reporting annually to the Board concerning compliance. Directors have an ongoing obligation to inform the Board of any material changes in their circumstances or relationships which may affect the Board's determination of their independence. The Governance and Human Resources Committee annually reviews the enforcement of and compliance with corporate policies related to employee conduct, harassment and violence in the workplace.
(b) The Board should monitor compliance with the Code and grant any waivers required for Directors and executive officers. Any waivers for a material departure from the Code for any Directors or officers should be granted by the Board.	The Governance and Human Resources Committee monitors and reports annually to the Board concerning compliance with the CIC's Code of Conduct for directors of subsidiary Crown corporations. The committee also advises directors on conflicts of interest, including actions for avoiding a conflict or potential conflict of interest.
6. Nomination of Directors (a) The Board should appoint a Nominating Committee composed of entirely independent Directors, with a written charter establishing the Committee's purpose, responsibilities, member qualifications, appointment, removal, structure and operations	SaskGaming does not have a separate nominating committee; however, SaskGaming's Governance and Human Resources Committee performs the function of a nominating committee. As stated in the Terms of Reference, the Committee will, in compliance with the CIC Board of Directors Appointment Policy, review potential candidates and recommend approval of qualified candidates to the Board for consideration by the CIC Board of Directors. The committee also reviews and recommends a candidate for appointment of Board Chair, reviews and makes recommendations regarding the composition of the Board and the committees, and reviews and recommends appropriate committee structure.

All of the Governance and Human Resources Committee members are independent.

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Yes

Yes

#### (b) The Board should adopt a nomination process which first considers the competencies and skills of the Board as a whole; assesses the competencies and skills possessed by each existing director; and, identifies competencies and skills each new nominee would bring to the Board, including the ability to devote sufficient time and resources to the job.

## SaskGaming's Corporate Governance Practices

Consistent with CSA Guidelines?

Yes

Yes

The Governance and Human Resources Committee is responsible for assessing the skills and competencies of Board and committee members to support the strategic direction and the operational needs of the corporation. The Board may make recommendations to the CIC Board respecting the appropriate mix of skills, qualifications and expertise required for new directors.

The Board has developed position descriptions for the Board Chair, the committee Chairs and individual directors which set out the duties, responsibilities and expectations of each position.

(For reference: The Saskatchewan Gaming Corporation Act requires appointment of directors through Order-in-Council and limits the Board to recommend candidates only.)

#### 7. Compensation

(a) The Board should appoint a Compensation Committee composed entirely of independent Directors, with a written charter to establish the Committee's purpose, responsibilities, member qualifications, appointment, removal, structure, operations and manner of reporting to the Board. The Board has appointed a Governance and Human Resources Committee, which has the responsibility to make recommendations to the Board on human resources and compensation-related matters. Written Terms of Reference prescribe the scope, duties and responsibilities of the committee. The committee has been given the authority to retain any outside advisor it deems necessary.

The Board monitors and evaluates the performance of the President and CEO on an ongoing basis. The Governance and Human Resources Committee conducts an annual performance review of the President and CEO.

The Governance and Human Resources Committee is comprised of independent directors.

## SaskGaming's Corporate Governance Practices

Consistent with CSA Guidelines?

b) The Compensation Committee should be responsible for reviewing and approving corporate goals and objectives relative to the CEO's compensation, the CEO's performance in light of those corporate goals and objectives and determining the CEO's compensation level based on the evaluation; as well as reviewing executive compensation prior to public disclosure.	The Governance and Human Resources Committee annually reviews and recommends to the Board the performance objectives, work plans and development plans for the President and CEO for the upcoming year. The committee, with the Board Chair, conducts an annual performance review of the President and CEO, based on agreed upon objectives and developmental initiatives, which are approved by the Board and updated each year. The committee shares the results of the annual performance review with the Board. The committee reviews the President and CEO position profile as required, or at least every three years, and recommends any amendments to the Board for approval. The Executive Compensation Plan for Crown corporations is defined by CIC. As a result, Executive compensation at SaskGaming aligns with the guidelines established by CIC. Within the guidelines set by CIC, the Governance and Human Resources Committee monitors and annually reviews the Compensation plans for executive and recommends to the Board, where appropriate, any changes to the compensation levels for the President and CEO or Executive. Incentive compensation is tied to the achievement of corporate targets and the extent to which the targets are achieved determines Executive eligibility for performance compensation. Direct reports of the CEO, including all Executive members, are required by legislation to file and report the details of their compensation and benefits and any changes to the Clerk of the Saskatchewan Legislature within 14 days of the change. In addition, the Crown and Central Agencies Committee of the Legislative Assembly requires all Crown corporations, including SaskGaming, to file an annual Crown Payee Disclosure Report which includes the total compensation of Executive members. The report is available on the CIC public website. The Governance and Human Resources Committee and the Board annually review the details of the report.	Yes
(c) The Compensation Committee should be responsible to make recommendations to the Board with respect to director compensation	Compensation levels for directors, the Board Chair and committee Chairs are set by the CIC Board of Directors.	Yes
8. Other Board Committees Identify Standing Committees other than audit, compensation and nominating, and describe their function.	The Board has the authority to appoint any committee it considers necessary for the efficient conduct of the affairs and business of the corporation.	Yes

## SaskGaming's Corporate Governance Practices

Consistent with CSA Guidelines?

#### Yes

Yes

9. Board Assessments The Board, its Committees and each individual Director should be regularly assessed with respect to their effectiveness and contribution in terms of the Board or Committee's terms of reference, or an individual Director's position description

#### 10. Director Term Limits and Other Mechanisms of Board Renewal

and competencies and skills.

Disclose whether or not the issuer has adopted term limits for the Directors on its Board or other mechanisms of board renewal and, if so, include a description of those Director term limits or other mechanisms of Board renewal. If the issuer has not adopted director term limits or other mechanisms of board renewal, disclose why it has not done so.

#### 11. Policies Regarding the Representation of Women on the Board

(a) Disclose whether the issuer has adopted a written policy relating to the identification and nomination of women Directors. If the issuer has not adopted such a policy, disclose why it has not done so. The Board follows a process to evaluate the performance of the Board, Board Chair, committees, committee Chairs and individual directors. Evaluations are conducted biennially. The Board and Board Chair are evaluated one year, and the committees, committee Chairs and directors evaluated in the alternate year.

The SaskGaming Board is appointed by the Lieutenant Governor in Council. Three members of the SaskGaming Board are nominated by the FSIN. Cabinet may fill any vacancy that occurs on the Board.

The corporation does not appoint or hire the directors of the Board, so no policy relating to the identification and nomination of women directors exists. The SaskGaming Board is appointed by the Lieutenant Governor in Council. The FSIN nominates three members, and the provincial Cabinet appoints four members. Currently, two out of seven directors of the Board are women. Yes

CSA National Policy 58-201 and National Instrument 58-101 Disclosure of Corporate Governance Practices	SaskGaming's Corporate Governance Practices	Consistent with CSA Guidelines?
(b) If an issuer has adopted a policy referred to in (a), disclose the following in respect of the policy:	Not applicable.	Not applicable.
(i) a short summary of its objectives and key provisions,		
(ii) the measures taken to ensure that the policy has been effectively implemented,		
(iii) annual and cumulative progress by the issuer in achieving the objectives of the policy, and		
(iv) whether and, if so, how the Board or its Nominating Committee measures the effectiveness of the policy.		
12. Consideration of the Representation of Women in the Director Identification and Selection Process	The corporation does not appoint or hire the directors of the Board, so no policy relating to the identification and nomination of women directors exists.	Yes
Disclose whether and, if so, how the Board or Nominating Committee considers the level of representation of women on the Board in identifying and nominating candidates for election or re-election to the Board. If the issuer does not consider the level of representation of women on the Board in identifying and nominating candidates for election or re-election to the Board, disclose the issuer's reasons for not doing so.		
13. Consideration Given to the Representation of Women in Executive Officer Appointments	The level of representation of women is considered when hiring at the Executive officer level. Preference is given to qualified women during the hiring process.	Yes
Disclose whether and, if so, how the issuer considers the level of representation of women in executive officer positions when making executive officer appointments. If the issuer does not consider the level of representation of women in executive officer positions when making executive officer appointments, disclose the issuer's reasons for not doing so.		

CSA National Policy 58-201 and National Instrument 58-101 Disclosure of Corporate Governance Practices	SaskGaming's Corporate Governance Practices	Consistent with CSA Guidelines?
14. Issuer's Targets Regarding the Representation of Women on the Board and in Executive Officer Positions	SaskGaming has no target regarding the representation of women on the Board and no target regarding the representation of women in Executive officer positions.	Not applicable
<ul> <li>(a) For purposes of this Item,</li> <li>a "target" means a number</li> <li>or percentage, or a range</li> <li>of numbers or percentages,</li> <li>adopted by the issuer of</li> <li>women on the issuer's</li> <li>Board or in executive officer</li> <li>positions of the issuer by a</li> <li>specific date.</li> </ul>		
(b) Disclose whether the issuer has adopted a target regarding women on the issuer's Board. If the issuer has not adopted a target, disclose why it has not done so.	SaskGaming has not adopted a target as the Board is appointed by the Lieutenant Governor in Council.	Yes
(c) Disclose whether the issuer has adopted a target regarding women in executive officer positions of the issuer. If the issuer has not adopted a target, disclose why it has not done so.	SaskGaming has not adopted a target as the representation of women in Executive level positions is already considered during the hiring process.	Yes
<ul> <li>(d) If the issuer has adopted a target referred to in either (b) or (c), disclose:</li> <li>(i) the target, and</li> <li>(ii) the annual and cumulative progress of the issuer in achieving the target.</li> </ul>	Not applicable.	Not applicable
<ul> <li>15. Number of Women on the Board and in Executive Officer Positions</li> <li>(a) Disclose the number and proportion (in percentage terms) of Directors on the issuer's Board who are women.</li> </ul>	Twenty-nine per cent, or two out of seven directors on the board, are women.	Provided
(b) Disclose the number and proportion (in percentage terms) of executive officers of the issuer, including all major subsidiaries of the issuer, who are women.	Forty per cent, or two out of five Executive officers are women, (including the President and CEO).	Provided

### Board of Directors

**Blair W. Ross, C.Dir., Board Chair**, of Pilot Butte, Saskatchewan, is Chief Operating Officer of SSC Security Services Corp. (SSC), a Saskatchewan-headquartered, publicly traded security company providing security guard and patrol, electronic security systems, and cybersecurity services across Canada. Mr. Ross is also President & COO of SRG Security Resource Group Inc. and Logixx Security Inc., both wholly-owned subsidiaries of SSC. Mr. Ross has over 30 years' experience in business with the majority of his experience gained in the private security industry. In those years, he has built and managed security operations/companies from the ground up and has managed the security personnel at large scale events (e.g. the Pan American Games/Grey Cups) across Canada. Mr. Ross is a proud recipient of Her Majesty Queen Elizabeth II Diamond Jubilee Medal as well as Her Majesty Queen Elizabeth II Platinum Jubilee Medal for his Business and Volunteerism in our community. He is also a recipient of an Honourary Lifetime Big Brother award. Mr. Ross has volunteered his time on the Board of Directors of the Hospitals of Regina Foundation and has co-chaired the CTV Sandra Schmirler Charity Golf Classic. Mr. Ross currently serves as a volunteer Board Member of the Saskatchewan Roughrider Football Club.

Eileen Libby, K.C., Board Vice-Chair, Governance and Human Resources Committee Chair, of Regina, Saskatchewan, is a partner at MLT Aikins LLP. She acts as counsel to unionized and nonunionized employers in the full range of labour relations and employment law matters, including collective bargaining negotiations, arbitrations, restructurings, labour relations board matters, human rights proceedings, and occupational health and safety matters. Ms. Libby also practices in the areas of professional regulation and health law. She has appeared before all levels of courts in Saskatchewan, the Canada Industrial Relations Board, the Saskatchewan Labour Relations Board, boards of arbitration, human rights tribunals and professional regulatory bodies. She is the recipient of numerous awards and distinctions, including Administrative and Public Lawyer of the Year (Regina, 2016, 2018, 2020, 2021, 2023) and Labour and Employment Lawyer of the Year (Regina, 2012, 2023) by Best Lawyers and is one of Benchmark Canada's Litigation Stars (Labour and Employment). Ms. Libby is also recognized as a leading practitioner in the Canadian Legal Lexpert Directory in the areas of Labour (Management), Employment (Employer) and Workplace Human Rights (Employer).

**Paul Pastor, CPA, CA, CBV, ICD.D, Audit and Finance Committee Chair**, graduated from the University of Saskatchewan in 2006. He obtained his Chartered Professional Accountant designation in 2008, his Chartered Business Valuator designation in 2014, and his Institute of Corporate Directors designation in 2022. Mr. Pastor is a founding partner at Buckberger Baerg & Partners LLP, a Saskatoon-based professional accounting firm. Mr. Pastor brings a diverse and unique skill set through his extensive experience in assurance services, business valuations, litigation support, transaction support and business consulting. His experience serving entities in a wide variety of industries gives Mr. Pastor a clear vision of western Canada's business landscape.

**Tim Bear** is a proud member of the Ochapowace First Nation, for which he has served as Headman for the past six years. During his two terms in this position, he has been Chairman of the Finance and Administration, Recreation and Lands, and Laws and Natural Resources departments. Mr. Bear has 16 years of gaming experience in both operations and management with the Saskatchewan Indian Gaming Authority and currently sits on the Federation of Sovereign Indigenous Nations' Gaming Commission and Treasury Board. He earned an Electronics Technician Certificate from the Saskatchewan Institute of Applied Science and Technology, as well as a Certificate in Gaming Management from the University of Nevada, Reno. Mr. Bear is an avid supporter of youth sports and has volunteered his time in numerous capacities, including Zone 1 Director of the Saskatchewan Hockey Association and Head Coach of Saskatchewan's National Aboriginal Hockey Championships team. **Chief Cadmus Delorme**, Cree and Saulteaux heritage, is a citizen and prior Chief of the Cowessess First Nation. Mr. Delorme has obtained his Institute of Corporate Director designation, a Master of Public Administration from the Johnson-Shoyama Graduate School of Public Policy and a Bachelor of Business Administration along with a Certificate in Hospitality, Tourism and Gaming Entertainment Management from the First Nations University of Canada (FNUniv). In 2012, he was awarded the Queen Elizabeth II Diamond Jubilee Medal for his student leadership and the hospitality he showed Prince Charles and The Duchess of Cornwall when they visited FNUniv. In 2022 Chief Delorme was awarded the Queen Elizabeth II Platinum Jubilee Medal. He has also been named one of CBC Saskatchewan's Future 40, which celebrates the province's new generation of leaders, builders, and change-makers under the age of 40. Chief Delorme resides on Cowessess First Nation with his wife, children, and brother-in-law.

**Ernest Standingready** is a citizen of the Ocean Man Nakota First Nation and brings a wealth of knowledge in the areas of general management, administration, operations and strategic development. He is a 25-year veteran of the Saskatchewan gaming industry, having worked in many roles from the front line to Executive management with the Saskatchewan Indian Gaming Authority. Mr. Standingready has a Bachelor of Business Administration from the University of Regina, a Certificate in Project Management from the University of Regina and a Certificate in Hospitality, Tourism and Gaming Entertainment Management from the First Nations University of Canada. He is a past elected Councilor and Treaty 4 Headman for the Ocean Man Nakota First Nation and sits on many other boards and committees. He is currently the President and CEO for the Atoskewin Business Development Corporation located in the Treaty Four territory. Mr. Standingready is committed to enhancing the lives of Indigenous and non-Indigenous peoples in the Treaty relationship. He believes in positive cooperative partnerships and understands the strength they can deliver for everyone.

**Donna Strudwick** has extensive experience in municipal administration. She has served on the Board of Directors of the Rural Municipal Administrators' Association of Saskatchewan, and as the Senior Office Inspector for the Rural Board of Examiners. In 2013 Ms. Strudwick was the recipient of the Lou Jacobs Award, acknowledging her service in the field of local government administration in Saskatchewan. In 2023 she received the Queen Elizabeth II Platinum Jubilee Medal in recognition of her contribution to the province through public service. She has held several board and committee positions and is a past Show Chairman of the Western Canada Farm Progress Show. Ms. Strudwick resides in Balgonie, Saskatchewan and remains actively involved in her community and the family's grain farming operation.

## **Executive Team**

#### Susan Flett, President and CEO

Susan joined SaskGaming in 2000 as Director of Player Relations and went on to become Director of Marketing in 2004. She was appointed Vice President of Marketing in 2010 and became Chief Marketing Officer in 2013. In 2015, Susan was appointed President and CEO of the corporation.

Before joining SaskGaming, Susan held positions at Crown Life Canada, Crown Investments Corporation and Saskatchewan Transportation Company. In 1999, she was honoured with the Lieutenant Governor's Medal for Outstanding Public Service in Saskatchewan as a part of the Crown Investments Corporation of Saskatchewan's Strategic Management Team and Corporate Secretariat.

Susan's previous community service includes serving as a director on the boards of the Regina Downtown Business Improvement District, Moose Jaw Multiplex and Regina Symphony Orchestra.

Susan completed her Bachelor of Administration at the University of Regina. She also holds a Certificate in Human Resource Management from Queen's University and has completed the Executive Program at Queen's University.

In 2020, she completed the Chartered Director Education Program through Edwards School of Business at the University of Saskatchewan.

#### Dallas Ferguson, Senior Vice President of Operations

Dallas originally joined SaskGaming in 1996, serving in several operational roles and as Vice President of Human Resources and Aboriginal Affairs until 2007. After working in senior roles at the St. Eugene Golf Resort & Casino, Wal-Mart Canada and The Salvation Army, he returned to the corporation in January 2016 as Senior Vice President of Operations.

Dallas has completed a number of undergraduate programs in the hospitality and human resource management fields through Queen's University, the University of Guelph and the University of Nevada, Reno.

In his spare time Dallas is an avid golfer, hunter and fisherman. He is also a member of the Métis Nation - Saskatchewan, Local 13.

#### Steve Tunison, Senior Vice President of Marketing and Communications

Steve has over 20 years of marketing and business experience in both the public and private sectors. He originally joined SaskGaming in 2010 as Director of Marketing and held that role until 2014 when he moved over to SaskTel as Director of Corporate Sales.

Steve rejoined SaskGaming in April 2019 as Vice President of Marketing. His portfolio expanded to include Strategic Planning in January 2019, and Communications and Online Gaming in September 2021.

He holds a Bachelor of Physical Activity Studies from the University of Regina, an Advanced Graduate Diploma and an MBA from Athabasca University. Steve is also a Certified Management Consultant.

#### Blaine Pilatzke, Vice President of Corporate Services

Blaine attended the University of Saskatchewan and graduated from the University of Regina.

Blaine spent 17 years working in the labour relations field before taking on the role of Director of Labour Relations at SaskGaming in 2004. He was appointed Vice President of Human Resources in 2007 and became Vice President of Corporate Services in 2015.

Blaine completed his Master of Human Resource Management at the Kenneth Levene Graduate School of Business in 2018.

#### Kama Leier, Vice President of Finance and Risk

Kama is a Chartered Professional Accountant (CPA) and spent several years in public practice before joining SaskGaming as Corporate Auditor and is now the Vice President of Finance and Risk.

Active in her community, Kama has held several leadership roles including Chair of the Board of Governors for the Regina Symphony Orchestra, Chair of the Audit Committee for Access Communications and Vice-Chair of Creative Saskatchewan.

She is also involved at CPA Saskatchewan and sits on the Registration Committee and as a Board Member for the CPA Saskatchewan Scholarship Fund.

Kama holds a Bachelor of Commerce from McGill University and completed the Chartered Director Education Program through Edwards School of Business at the University of Saskatchewan.

# Appendix

### 2022-23 Balanced Scorecard Reference Table

Measure	Description	Purpose	Methodology	2022-23 Target Explanation	Trend Explanation	Changes when compared to 2021-22 PMP
Guest Experien	ce					
Guest Satisfaction Measured: At least once per year Lead: Marketing & Communications	SaskGaming measures the overall satisfaction of guests during their visit to Casino Regina and Casino Moose Jaw.	Objectively measures guest's overall satisfaction with their casino experience.	An exit survey is conducted at least once a year with guests that have visited the properties. Guests are asked to rate their satisfaction, on a scale of 1 to 10. The Guest Satisfaction score is based on guests response to the question "Overall, how satisfied are you with your most recent visit to the casino?" The score is based on the percentage of respondents that rated each casino between 7 and 10. The scores from Casino Regina and Casino Moose Jaw are weighted on an 80/20 basis. This rule of thumb reflects the relative scale of operation of each location.	Guest Satisfaction Scores have been falling since 2016-17. Surveys suggest this is due to the guest's perception that the properties are stale and dated. The actual result in 2019- 20 was 72.6% and there was no Guest Satisfaction Survey in 2020-21 due to the COVID-19 pandemic. The actual result for 2021-22 was 78.0% with guests citing positive interactions with the floor staff and positive comments about the refreshed Casino Regina property. The target for 2022-23 was set to maintain 78% as construction will continue at Casino Regina.	SaskGaming has forecast moderate improvement in the score over the next five years and has set a long- term target of 85%. These increases are based on the expected positive results from GameON training, gaming modernization and the facilities refresh project.	For 2021-22 the target was set at 75% with an actual result of 78.0%. The target for 2022-23 will be to maintain 78%.
Mystery Shopper Measured: At least once per year Lead: Marketing & Communications and Operations	The Mystery Shopper program rates casino employees' ability to provide customer service related to following the four dimensions of the GameOn 2.0 customer service strategy: • Greeting guests (20%); • Anticipating guest needs (20%); • Meeting guest needs (20%); and • Engaging guests (40%).	Objectively measures service quality provided by casino employees.	Externally hired Mystery Shoppers conduct a series of transactions with employees to quantitatively and qualitatively measure their service experience against the four service dimensions of the GameOn 2.0 service strategy using a five-point scale. The consultant uses a pre-planned checklist of service actions and behaviors to rate each dimension. The Mystery Shopper program assesses specific staff positions at both casinos. The scores from Casino Regina and Casino Moose Jaw are weighted on an 80/20 basis. This rule of thumb reflects the relative scale of operation of each location.	In 2021-22 the methodology was updated to match the GameOn 2.0 customer service standards. This caused a small increase in the targets. The 2021-22 target was set at 96.0%. The 2022-23 target was set at 96.5% assuming improvements as staff complete customer service training.	SaskGaming has set the term target at 97.0%. Moving toward this very high level of service with significant staff turnover is considered to be a stretch target.	The 2021-22 target was set at 96.0%, with a small increase for 2022-23 to 96.5%.

Measure	Description	Purpose	Methodology	2022-23 Target Explanation	Trend Explanation	Changes when compared to 2021-22 PMP
Guest Experien	ce					
Percent of Rated Play Measured: Quarterly Lead: Marketing & Communications and Operations	The percentage of SaskGaming's total gaming win that is generated by players using their Players Club card.	Measures the percentage of gaming win for which SaskGaming "knows" the player and can track their play, their preferences, etc. and tailor offerings and promotions to improve their experience and the value of the player to SaskGaming.	Percent of Rated Play = [(Total Carded Slot Win + Total Carded Table Win) / (Total Slot Win + Total Table Win)] X 100 Win is defined as Net Revenue (Gross Revenue less coupons).	Based on historic results to 2019- 20 the target for 2021-22 was set at 60.0%. Public Health requirements related to the COVID-19 pandemic in 2021- 22 have caused the percent of rated play to fall below the 60% target (forecast of 52.0%). The 2022-23 target was set at 55.0% assuming operations do not fully return to normal until 2023-24 and rated paly returns to pre-pandemic levels (60.0%)	Growth of 1.0% each year towards a long-term target of 65.0%. This is based on activities that will be undertaken to increase the amount of carded play.	New Measure.
Employee Expe	erience					
Employee Satisfaction (Industry Percentile) Measured: Every 2nd Year Lead: Marketing & Communications and Operations	Measures SaskGaming employees' level of satisfaction with their work environment.	The purpose of the survey is to confirm or discover what motivates employees, what drives loyalty and what genuinely keeps employees engaged in order to increase staff retention and reduce turnover.	SaskGaming implements the survey every second year. The results are reviewed to determine the responses and actions that are required to address opportunities to improve. The Employee Satisfaction Survey is implemented by the National Business Research Institute (NBRI). The score is an industry percentile. For example, 50th would mean an average level of employee satisfaction among similar North American casinos (no hotels).	SaskGaming had a remarkable increase in its Employee Satisfaction score in 2016-17 going from the 48th percentile (2014) to the 59th. This score was largely maintained with a result of 56th in 2018-19. The 2020- 21 target was set at the 60th percentile. The 2020-21 survey was deferred until 2021-22 due to the large number of staff layoffs due to the COVID-19 pandemic and the target dropped to 56th percentile. There is no survey in 2022-23.	A long-term target of increasing employee satisfaction to the 75th percentile has been chosen based on the implementation of training and other employee initiatives. This is considered to be stretch performance by NBRI.	The next survey is 2023-24.

Measure	Description	Purpose	Methodology	2022-23 Target Explanation	Trend Explanation	Changes when compared to 2021-22 PMP
Employee Ex	perience					
Indigenous Representation Measured: Quarterly Lead: Corporate Services	This measure focuses SaskGaming's employee attraction and retention efforts to achieve 50% Indigenous representation as per the Gaming Framework Agreement with the Federation of Sovereign Indigenous Nations.	A measure of Indigenous representation of SaskGaming's workforce.	The percentage is calculated using the number of self- declared Indigenous people, relative to the total number of employees. Note: this calculation does not include casual employees who have not worked in the past three months.	The 2021-22 target was set at 41.0% below the long-term target of 50.0%. This was due to limitations on hiring caused by the impact on operations of the COVID-19 pandemic. The 2022-23 target was set at 42.0% as strategies to increase Indigenous representation come back on line.	Based on the Gaming Framework Agreement the long-term target for this measure is set at 50%. With the refresh of the Indigenous Recruitment and Retention Strategy the target is expected to increase over the trend period to the long-term goal.	The 2022-23 target of 42.0% is 1.0% above the 2021-22 target of 41.0%
Employee Wellness Index Measured: Quarterly Lead: Corporate Services	A measure of the mental and physical "wellness" of SaskGaming employees.	To measure the effectiveness of the employee wellness programs implemented by SaskGaming.	The index has five components, each is measured against the ideal state for the metric and the percentages are calculated and applied based on weight: 1. Wellness Survey (weight – 40%). Survey of SaskGaming employees conducted by a third party. 2. Vacation Usage (weight – 15%). Measured by taking the total hours taken for vacation days, scheduled days off and statutory holidays as a percentage of total hours worked for full time employees. 3. Overtime Usage (weight – 15%). Calculated by subtracting the ideal percentage (0%) from the percentage of overtime hours out of total hours of in-scope employees, and magnifying the difference by a factor of 10. 4. Employee Injury Incidents (weight – 15%). There are three components to this metric: WCB time loss claims (10%), WCB no time loss claims (2.5%) and near misses (as reported to the Return to Work and Safety Consultant). Calculation is done by calculating the number of each type of incident by the total number of full-time equivalent employees and multiplying by 10. 5. Employee and Family Assistance Plan (EFAP) Utilization (weight – 15%). Determined by the percentage of employees who access one or more of the services available through the EFAP.	Targets will be developed in 2021-22 for 2022-23.	TBD	New measure.

Measure	Description	Purpose	Methodology	2022-23 Target Explanation	Trend Explanation	Changes when compared to 2021-22 PMP
Responsible Co	orporation					
Guest Awareness of Responsible Gambling Measured: Annually Lead: Marketing & Communications and Finance & Risk	A measure of casino visitors' awareness of the responsible gambling information and support programs offered by SaskGaming.	SaskGaming is committed to offering casino entertainment in a socially responsible manner. This includes providing all guests with information and education about the casino environment so they can make informed, responsible choices about their play.	This methodology prompts respondent by asking if they remember specific elements of the GameSense program as they are leaving the properties. The score is based on the percentage of respondents that could recall at least one of the GameSense program. The scores from Casino Regina and Casino Moose Jaw are weighted on an 80/20 basis. This rule of thumb reflects the relative scale of operation of each location.	For 2021-22 the target was set at 84.0% and the actual result was 78.0%. This appeared to be based on a gap in operations caused by the COVID-19 related casino closures. For 2022-23 the target will remain the same as 2021-22 (84.0%) assuming a return to more normal operations and responsible gambling activities will improve the year-over-year results.	SaskGaming expects performance to increase slightly to the long-term target level of 85.0%.	The 2022-23 target is the same as 2021-22 (84.0%).
Public Opinion of Community Support Measured: Annually Lead: Marketing & Communications	A measure of the public's opinion of Casino Regina and Casino Moose Jaw's performance in supporting and giving back to the community.	SaskGaming is committed to contributing 1.0% of its Net Income before Payment to the General Revenue Fund to community support initiatives. Community support is a pillar of SaskGaming's Corporate Social Responsibility Framework.	As part of an online, web-based omnibus provincial poll, focusing only on residents of Regina (for Casino Regina) and Moose Jaw (for Casino Moose Jaw), respondents are asked: "How well is Casino Regina/ Moose Jaw doing at giving back to the community through charitable or community donation and sponsorships?" Respondents choose an answer from 'very well',' well', 'somewhat well', 'not well' and 'unsure'. The measure totals all the respondents who indicated that the casinos do somewhat well, well, or very well.	The 2019-20 result was 61.3% (above the target of 55.5%). The survey was not conducted in 2020- 21 because of the lack of community programming due to the COVID-19 pandemic. For 2021-22 the target was set to 60.0%. However, due to the lack of community programing and advertising the actual result was 53.3%. The 2022-23 target is set at 55.0% anticipating an improvement as community programming ramps up.	Based on continued enhancement of community activities, SaskGaming expects the Public Opinion of Community Support measure to improve back to 60.0% in 2023-24 and then have minor improvements towards the long-term goal of 65.0%.	The 2022-23 target is 5.0% below the 2021-22 target of 60.0% but higher than the actual 2021-22 result of 53.3%.

Measure	Description	Purpose	Methodology	2022-23 Target Explanation	Trend Explanation	Changes when compared to 2021-22 PMP
Responsible C	orporation					
Cumulative Greenhouse Gas Reductions Measured: Annually Lead: Operations	The cumulative reduction of Greenhouse Gas (GHG) Emissions from a baseline set in 2021-22.	To track SaskGaming's performance in supporting Saskatchewan's climate change plan to reduce carbon emissions.	GHG reductions measured in metric tonnes will be calculated by Greenwave Innovations Inc. who have been contracted to utilize technology to monitor electrical usage on a real time basis and provide data and recommendations to more efficiently manage, peak load, overall usage and minimize downtime and machinery failure.	A baseline will be established in 2021-22 and a target for potential GHG reductions in 2022-23 will be established.	Cumulative GHG reductions will be estimated based on planned energy efficiency projects.	New measure.
Crown Collaboration Measured: TBD Lead: Corporate Services	Measure of the benefits achieved through collaboration among Crown corporations.	Intended to drive benefits across the Crown sector, to align to Saskatchewan's Growth Plan and to support the Crown Sector Strategic Priorities.	To be developed by CIC and will be shared across all Crown corporations.	To be developed by CIC and will be shared across all Crown corporations.	N/A	New measure.
Financial Sust	ainability					
Income Before Payment to GRF Measured: Quarterly Lead: Finance & Risk	A measure of profitability over a period of time.	This measure shows Income Before Payment to the General Revenue Fund (GRF) since the GRF payment is a distribution of income, similar to dividends being paid by a private corporation, and does not reflect SaskGaming's operations.	Revenue – (operating expenses + interest expense + depreciation + taxes).	The 2022-23 target is \$23.5 million. This is based on SaskGaming's financial forecast.	Income Before Payment to the GRF is forecast to return to more normal levels in 2023-24 (\$35.2M) and then climb slightly as depreciation costs from the capital program start to decrease.	The 2022- 23 target is \$14.0M higher than the 2021- 22 target of \$9.5M.
EBITDA Margin Measured: Quarterly Lead: Finance & Risk	SaskGaming has chosen to use Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) as an operational efficiency measure.	EBITDA margin is used by investors and lenders as a determination of the firm's profitability.	[(Revenue – Direct operating expenses)/ Revenue] X 100	The 2022-23 target is 38.3%. This is based on SaskGaming's financial forecast.	EBITDA Margin is expected to trend towards the long-term target of 46.0%.	The 2022-23 target is 38.3%, compared to the 2021- 22 target of 32.4%. 2021-22 was impacted by the COVID-19 pandemic which led to the temporary closure of the properties and restricted operations once they were reopened.

Measure	Description	Purpose	Methodology	2022-23 Target Explanation	Trend Explanation	Changes when compared to 2021-22 PMP
Financial Sus	tainability					
Debt Ratio Measured: Quarterly Lead: Finance & Risk	As directed by the Crown Investments Corporation SaskGaming uses Debt Ratio as a measure of financial flexibility of the capital structure of the corporation.	Debt Ratio is used as a measure of SaskGaming's financial leverage.	[Debt/(Debt +Equity)] X 100	The 2022-23 target is 5.3%. This is based on SaskGaming's financial forecast.	The Debt Ratio is trending down well below the long-term target as debt is paid off.	The 2022-23 target is 5.3%, compared to last year's target 11.9%.
Payroll Percentage Measured: Quarterly Lead: Finance & Risk	Measures the ratio of payroll to revenue.	Payroll is a significant operating cost for SaskGaming. Payroll margin indicates if the use of payroll is efficient and effective, ensuring the financial success of the corporation.	[Total Payroll (Salaries, Wages and Benefits)/ Revenue] X 100	The 2022-23 target is 39.1%. This is based on SaskGaming's financial forecast.	SaskGaming's Payroll Margin is expected to be stable over the trend period close to the long- term target of 35.0%.	The 2022- 23 target of 39.1% compares to a target of 44.2% in 2021-22. The relatively high 2021-22 target was caused by the impacts on operations of the COVID-19 pandemic.

